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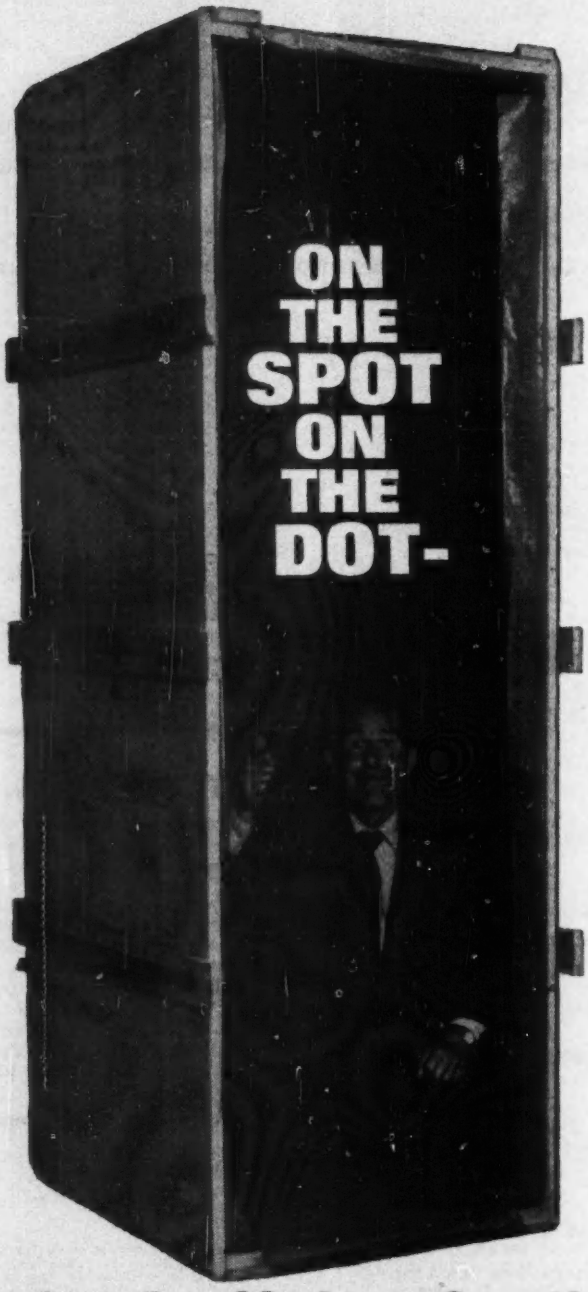

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BLOCK LETTERS

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TRADING WITH THE ARAB WORLD (12)

Favourable long term trade prospects in Algeria

by R. C. ROBINSON, First Secretary (Commercial), HM Embassy, Algiers

British exports to the Arab Countries of the Middle East and North Africa have increased considerably in recent years. It is hoped that this series of articles in the *Board of Trade Journal* on 'Trading with the Arab World' will encourage businessmen to take an even greater interest in trade with these countries, for although, as will be shown, the opportunities for expansion vary from country to country, the area as a whole represents a secure and expanding market for British goods. Previous articles were published May 15 (Saudi Arabia), June 5 (Sudan), June 19 (Iraq), July 10 (Kuwait), July 17 (The Gulf States, Muscat and Oman), July 24 (Morocco), July 31 (Lebanon), August 7 (Syria), August 21 (Tunis), August 28 (Jordan), and U.A.R. (Egypt), October 9.

The Council for Middle East Trade, established with the encouragement and support of HM Government in January 1963, has been actively engaged in investigations into prospects in all major markets in the Middle East and reports of the missions which it has organized to Iraq, Saudi Arabia, Aden, Syria and Iran may be obtained from the Council at Bury House, 33 Bury Street, London, S.W.1.

Part of the natural gas field at Hassi R'Mel in the Saharan Desert from where gas is piped to Arzen, near Oran, and then delivered by special ships to Canvey Island, Essex.

THE DEMOCRATIC AND POPULAR REPUBLIC of Algeria became independent in 1962 after 132 years of French rule. Although about three-quarters of her overseas trade in both directions continues to be with France, Algeria is attempting to diversify her foreign contacts by seeking new outlets for her products and new source of supply for her needs. In Algeria itself, the Government is planning to establish a number of new industries, particularly those based on the country's valuable resources of oil and natural gas. The leaders of the new Republic are grappling with formidable problems of an administrative, social and economic nature and despite Algeria's potential wealth in natural resources it is clear that she will be dependent on foreign aid for some time to come. Nevertheless, even though her immediate problems have not yet been resolved Algeria is clearly worthy of examination by British firms as a potential market.

To set the scene, Algeria is an extensive country covering 885,000 square miles (almost ten times the size of Britain) but about nine-tenths of it consists of inhospitable mountain or desert. Most of the ten million inhabitants, of Arab and Berber stock, live in the relatively narrow but fertile coastal plain, which contains Algiers, the capital, and the principal cities of Oran, Constantine and 'Annaba (formerly Bône). The European population, which before independence numbered more than a million, has shrunk to about 40,000. This exodus, and the aftermath of seven years of war, naturally have had serious repercussions on the economy, and business in general is still well below its former volume.

Agriculture, which remains the backbone of Algeria's economy, provides employment for about 80 per cent of the population and is estimated to account for a quarter of the national income. It is a mixture of the modern and the traditional; the former, based upon the cultivation of wines, citrus fruits, vegetables and wheat, accounts for about three-quarters of Algerian exports (excluding oil) and was nationalized by October, 1963, when all remaining European-owned farms were expropriated. The traditional sector, composed of small farms in the less fertile mountainous areas raising grain crops, olives, sheep and goods, is poor but should in time profit from the various Government schemes for improvement, notably by the establishment of co-operatives and irrigation projects.

Extensive petroleum and natural gas fields, discovered in the 1950's in the Sahara, are now being exploited, principally at Hassi Messaoud and Hassi R'Mel. Two pipelines, owned by oil interests, connect the oilfields with the Algerian port of Bougie and the Tunisian port of La Skhirra, while a gas pipeline runs to Arzew, near Oran. Construction of a third oil pipeline between Hassi Messaoud and Arzew, to be owned by the Algerian Government, has begun, following the award in July

this year of a £24½ million contract to a British firm. This is the first major Algerian contract to be placed with a non-French firm. Production of oil in 1964 is expected to reach a total of 27·9 million tons. The recently completed methane liquefaction plant at Arzew, financed by a $20 million loan by the International Bank for Reconstruction and Development, will process 2·4 million cubic metres of liquid gas annually. Two thirds of the plant's output is being taken by the UK Gas Council under a fifteen year agreement. The remaining third is being sold to France.

Mineral deposits, notably of iron ore at Ouenza near the Tunisian frontier (1 million tons in 1963) and of phosphate at Kouif (350,000 tons but nearing exhaustion) as well as of lead, copper, zinc, and iron pyrites, are exploited.

Manufacturing industries prior to 1962 accounted for 12 per cent of the gross national product; the four main sectors were food processing, metal working (with emphasis on constructional materials and equipment rather than consumer goods) textiles (supply less than 24 per cent of internal demand) and fertilizers. After independence output declined rapidly to a very low level as a result of the fall in demand, shortage of technicians and flight of capital; as no production statistics have been produced for the last two years, it is difficult to judge whether any recovery has yet taken place.

The new State inherited an extensive infrastructure which is unlikely to need much investment for some years. There are thirteen ports of which the three principal ones, Algiers, Oran-Arzew and 'Annaba (Bône), have autonomous administrations. The road and railway systems, 18,200 and 3,900 kms. respectively in length, are more than adequate for the country's present needs.

Pattern of trade

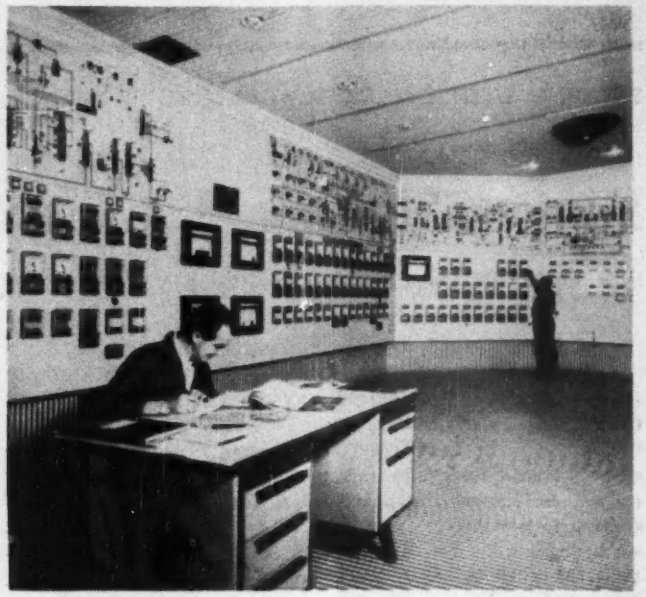
The Republic has hitherto published no statistics of its overseas trade, but clearly the pattern of its trade has changed radically in the years following independence. With the departure of most of the European residents, who had formed the main market for imported consumer goods, imports have probably fallen to about half their previous level. In order to balance visible trade and to protect local industry, new import restrictions in the form of total prohibition or global quotas were introduced in June 1963 on a range of agricultural produce and manufactured goods made in, or to be produced in, Algeria. All other goods may be imported without quantitative restrictions.* The principal imports are foodstuffs, machinery, transport equipment and textiles.

Exports on the other hand have grown with increased production of oil and it is estimated that visible trade in 1963 was roughly in balance. After crude oil and natural gas, which now represent 65 per cent of Algeria's exports, the main exports are wine, agricultural products and minerals. France remains Algeria's chief customer (for crude oil, wine, fruit and vegetables) and supplier (of a wide range of consumer goods, machinery and transport equipment), with an estimated three-quarters of the trade. Other trading partners include the other five countries of the European Economic Community (with which Algeria has a special relationship, now under review), the United States, and various countries of the Communist world, with whom a number of bilateral trade and financial agreements have been signed.

Algeria's exports to the United Kingdom fell from £9·7 million in 1962 to £7·5 million in 1963 (largely owing to a reduction in British demand for iron ore), but have shown some improvement in the first nine months of this year (£5·7 million). Shipments of liquid methane to the UK, which have just commenced, will make a substantial contribution to the export figures in future. British exports to Algeria, largely machinery, transport equipment, metal manufactures, textiles and whisky, were valued at £1·7 million, £2·5 million and £3·3 million respectively during the same periods.

Algeria is a declared Socialist State. The Government has made it clear that its ultimate aim is to supplant private enterprise. Nevertheless, an important part of the economy is still privately owned. Peasant agriculture and most retailing remain in private hands; but the Government is the sole importer of certain basic commodities and in setting the pattern for bulk buying by establishing three joint Governmental-private enterprise importing groups (Groupements Professionels d'Achat) for dairy products, footwear and timber. The small productive enterprises are still largely privately owned, although a number (employing about 12 per cent of total factory workers) are now run by workers' management committees.

*Information about the prohibited and global quota lists may be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479).



The control room at the Arzen Liquefaction Plant.

While the Algerian Government has made no secret of its nationalization programme, it has nevertheless sought to encourage private investment in the country, particularly in joint government/private enterprise ventures. In August 1963 it published an investment code which gives foreign investors fiscal advantages and tariff protection and guarantees the transfer of profits and compensation in the case of nationalization. Foreign investment is, however, allowed on the understanding that the Government has the right to acquire a 100 per cent shareholding after a specified period.

Algeria has ambitious plans to industrialize the economy on the basis of her natural resources. This development will inevitably be State sponsored and individual projects will either be run directly by State bodies or by 'mixed' companies in which the State will, in many cases, have a majority holding. With one or two notable exceptions Algeria has had to concentrate since independence upon developments in agriculture and in light industry, both of which are important in the context of relieving the considerable unemployment that exists. Projects such as textile and clothing plants, tanneries and shoe factories appeared in the first and current capital budgets. Side by side with these the Algerian Government has embarked on such projects as the construction of an oil refinery at Algiers, and of a steel mill at 'Annaba, the latter with Russian and French financial and technical assistance. As the two existing oil pipelines from the Sahara to the coast are nearing full utilization, work on a third has recently been inaugurated; the British constructors have undertaken to complete the pipeline in 15 months. A methane gas liquefaction plant at Arzew has been built with the aid of World Bank finance; the first shipment to Britain arrived in October.

Plans for development

Faced with very considerable administrative and technical problems, Algeria has not yet published any comprehensive development plan but she is known to be anxious to move ahead in the field of pulp and paper, ammonia, fertilizers and other petrochemicals (e.g. ethylene, propylene) as fast as possible. Long term intentions include the construction of a second gas pipeline, the extension of the Arzew liquefaction plant, and the establishment of a metal-using industry based on the projected steel works at 'Annaba.

As there is little prospect of a rapid and substantial increase in Algeria's export earnings in the near future, industrial development will be very largely dependent upon the flow of foreign assistance, governmental or private, either by way of direct financing or participation in 'mixed' enterprises. So far she has received, or being offered, substantial help not only from France (whose aid totalled £72 million in 1964) but also from a number of other countries including Western Germany, Kuwait, the UAR, the USSR, China and Yugoslavia. An agreement for a British Government credit of £0·5 million was signed in September, 1963.

To sum up: Algeria's economic development will for some time be dependent upon continued political stability, foreign aid in one form or another, and the country's ability to sell its products in markets other than France; but she has natural resources which could enable her to establish a sizeable industrial sector, and physical advantages that can support a vigorous and diversified agriculture.

Opportunities for United Kingdom firms

There is considerable Algerian interest in Britain both as a supplier and a customer, Early this year, M. Bachir Boumaza, Minister of National Economy, visited a range of British factories and discussed with British Ministers the prospect for trade between our two countries. There have also been a number of visits by senior Algerian officials. Increasing British interest in Algeria has been testified by two visits this year by a Board of Trade Minister, and by the recent tour by a mission from the Council for Middle East Trade.

The long term prospects for sales to Algeria appear to be reasonably good, but there are important obstacles to rapid or wide development in this direction. These obstacles may be summarized as follows:

French products and standards are still predominant.

Overseas aid is generally 'tied' to products of the donating country.

France and, to a lesser extent, the other members of the EEC enjoy preferential tariff and quota arrangements.

Qualified agents are difficult to find.

It is possible as a result of the Algerian Government's trade diversification policy that France's privileged position as a main supplier will be weakened in the course of the next few years, so that the already growing Algerian interest in Britain as a supplier may provide new openings. These are, however, likely to be confined largely to capital goods, for the immediate prospects of selling consumer goods, particularly of a luxury character, are not promising in view of the austerity programme announced by the Algerian Government. Possible exceptions are, however, in the long term, deep freeze units, water coolers and air conditioning plant. In the capital goods field such relatively modest requirements as machine tools, hand tools, equipment to provide motive power for irrigation pumps, and agricultural machinery and tools would probably merit generous credit terms which are generally expected from suppliers.

One result of the mass departure of the European community has been the disappearance, with few exceptions, from the local scene of many agents and importers, and it is difficult to find suitably qualified firms able and willing to take on new representations. This situation is aggravated by the possibility of governmental intervention in trade, which inhibits many firms from extending their activities, but the Commercial Department of the Embassy is always ready to try to help United Kingdom exporters find agents or outlets for their products. The pattern of future trade will probably be based upon the recently established joint State-private firm buying groups, mentioned above, which enjoy a monopoly of importation.

Finally, a word of advice : neither English, nor the British system of weights and measures, are commonly understood in Algeria. It is therefore imperative, if business is to be done, for letters to be written in French, and, if trade literature is not available in that language, for a French precis to be supplied. A personal visit to Algeria can be rewarding and the business visitor can be assured of a maximum of help from the Embassy, who will be very pleased to see him.

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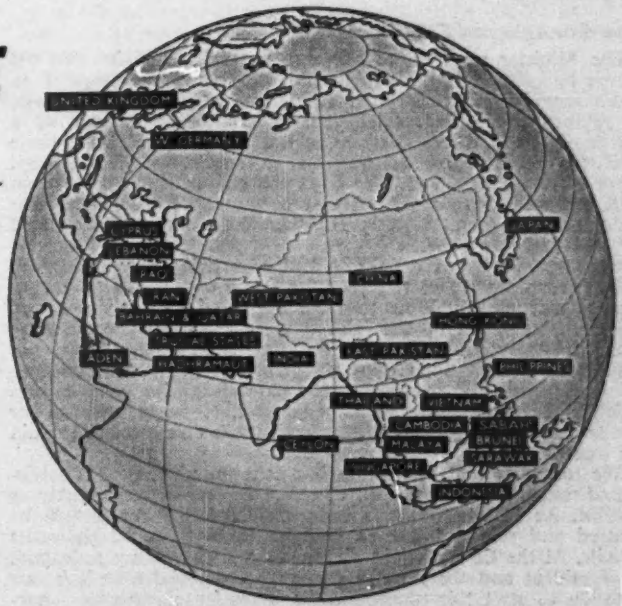

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Why Britain imposed the import charge

—Mr. E. C. Redhead

MR. E. C. REDHEAD, Minister of State (Overseas), Board of Trade, addressed a meeting of the Swiss Economic Council at the Dorchester Hotel on November 26. The Minister said: 'On taking office we were faced with a serious situation. Confronted with a balance of payments deficit and a 16 per cent rise in imports this year, we found that immediate action was necessary. We are determined to maintain the strength of sterling. Recent events have underlined this determination. We are determined not to return to the "stop-go" policy which has so hampered the United Kingdom economy in recent years. Nor would general deflationary action have been appropriate in a situation in which there was no evidence of general excess of demand.

'Against this background we considered that a temporary restraint on imports was essential, to hold the position, and to give us a breathing space in which effective long-term measures could be launched. In the longer run, only with a strong and expanding British economy can we play an effective part in the world trading community and in EFTA, even if this involves disagreeable measures for a short period.

'There is no question that the EFTA Convention and other international agreements accept that members facing serious balance of payments difficulties may take action to restrict imports. Our position made such action inescapable. Once this painful decision had been taken we were faced with the problem of choosing the method of restraint – the choice between the import charge and quantitative restrictions. The decisive considerations were, first, that the charge could be imposed immediately. The machinery for imposing quantitative restrictions had been almost dismantled and could not be put in order again in time to deal with the immediate problems. Subsequent events have shown that we had little time to lose.'

Less damaging to EFTA trade

The Minister went on to say that we did not claim that the charge fell within the provisions of Article 19 of the Convention, which provides for quantitative restrictions to protect the balance of payments. We were convinced, however, that the use of a charge of this kind was likely to be less damaging to EFTA trade than the reimposition of quantitative restrictions. To exempt imports from EFTA countries from the charge would have been quite impossible. We could not have exempted EFTA without also excluding the Commonwealth. Together the two groups accounted for over half our imports.

Moreover, imports from EFTA had been rising very rapidly. In the first nine months of this year they were over a quarter higher than a year earlier. Thus to have exempted such a large and rapidly rising sector of our imports from the charge would have made it largely ineffective. We regretted deeply that it was not possible to consult our EFTA partners beforehand. The need to act immediately did not permit the extensive prior consultations which alone would have been meaningful. However, we did our best to inform our partners before action was taken and to explain the reasons.

'We recognize that this action has been unwelcome and restrictive of trade. The charge must therefore be removed as quickly as possible. As British Ministers have explained, the charge will be reduced and removed just as soon as the balance of payments permits. At the EFTA Ministerial meeting last week my colleagues the President and the Foreign Secretary confirmed that it is our intention to start this process within a matter of months. I particularly want to emphasise that no protective considerations will be taken into account in deciding how and when the charge is reduced and removed. We are determined to continue to work for the removal of obstacles to trade both within and outside EFTA and to play a full and effective part in the Kennedy Round of tariff negotiations.

'Here the best pledge of our intentions will be evidence that other measures are being taken which will allow us to transform these intentions into deeds. The measures we have taken have not, I think, been fuly appreciated overseas. In particular, the reaction to the budget has not shown full awareness of its overall effects.

'It is unusual for Britain to have an autumn budget, and this is in itself a mark of the energetic character of our action and of our determination to overcome our difficulties. The budget provides a link, as it were, between the emergency measures announced on October 26 and the longer-term measures on which we are now working. First we wanted to make quite certain that our measures to close the trade gap would not encourage inflationary tendencies at home. The import charge itself has, incidentally, a considerable disinflationary impact, and the effect of the increased petrol taxation which took effect from budget day will be to reinforce this.

'Other measures announced in the budget are, however, more directed to our longer-term objectives. We have proposed that there should be improved social services benefits and that these should be paid for by increased national insurance contributions and by increased income tax. In doing this we are not losing sight of the need to avoid increased inflationary tendencies at home – and we shall, in fact, be raising about £400 million a year by these longer-term means, whereas our additional expenditure will only be about £345 million a year.

Long term objectives

'First among our long-term objectives is the need to achieve an effective incomes policy which would keep our costs down and our exports competitive. We need greater mobility of labour so that our scarcest resource, manpower, can be more effectively deployed in circumstances of technological progress. We need to foster the more rapid application of new techniques and scientific methods in industry, and the new Ministry of Technology will be charged with this task. We need a regional policy that will ensure a distribution of industry that allows steady expansion throughout Britain to be maintained without serious overheating in the South-East. Urgent activity is proceeding on these longer-term measures during the present breathing space. We are also examining Government expenditure, particularly those projects which absorb a large and important part of our industrial and technological manpower and capacity.

'The aim of all these measures is to eradicate the weaknesses in the British economy which have so far held back the rate of growth, and to secure the long-term expansion of our exports which is needed to put our balance of payments on a sounder basis. In addition we are taking immediate steps to introduce a scheme for the remission of certain taxes which enter into the cost of exported goods. We are urgently considering what further measures can be taken to help exports consistent with our international obligations.

'I have tried tonight to explain the reason for our action in imposing the charge, and to fit it in perspective against the background of the other measures being taken.

'I recognize the anxiety you feel about its effect on your trade,' concluded the Minister. 'However, Swiss exports to Britain have been on a strongly rising trend; in the first nine months of this year they were almost a quarter higher than in the same period last year. For the year as a whole, therefore, the results are likely to be well above last year's level. We must look forward to 1965 in the hope that the charge will be removed as soon as possible. We want to see Anglo-Swiss trade increase in both directions; but no one would benefit in the longer run from an expansion of British imports we could not pay for. Remedial measures now, unwelcome though they must be, should enable us soon to resume the expansion of imports from EFTA countries on a far sounder and steadier basis.

'Perhaps most important, British Ministers have stressed their firm loyalty and support for EFTA. To strengthen EFTA and promote its development must be a major interest of Britain both economically and politically. We shall be devoting earnest thought over the months ahead to ways in which our attachment to these purposes can be demonstrated. The first task, however, must be to succeed in removing the charge and completing the progress towards free trade in EFTA by the end of 1966. This is of the first importance for Britain, for Switzerland and for all other EFTA countries; and we shall do everything in our power to achieve it.'

Mr. Roy Mason's visits to Southampton and Merseyside shipyards

MR. ROY MASON, Minister of State at the Board of Trade with special responsibility for the shipping and shipbuilding industries, visited Southampton shipyards on December 1. He visited John I. Thornycroft and Co. at Woolston, Harland and Wolff Ltd., Southampton, and Husband's at Marchwood. The Minister met local representatives of the shipbuilding and engineering unions, and members of the South Coast Engineering and Shipbuilding Employers' Association.

Today (December 4) the Minister is to visit Merseyside where he will see the shipbuilding and engineering works and repair establishment of Cammell-Laird Co. (Shipbuilding and Engineers), Ltd., at Birkenhead, and W. J. Yarwood & Sons, Ltd., at Northwich. The Minister will be meeting local representatives of the shipbuilding and engineering unions.

The object of the Minister's visit is to see conditions for himself. In this connection he has already visited shipyards on the Humber and Ouse (November 20), the North-east (November 5 and 6) and on the Clyde (October 29 and 30).

It was announced by the Prime Minister on November 20 that the Government is to set up an independent committee of inquiry into the shipbuilding industry, with the object of establishing how the industry can best be equipped and organized to make it fully competitive in the world conditions of today, and what action can be taken by management, trades unions and the Government to this end. The terms of reference and membership of the committee have still to be announced.

Exports Minister to visit the Midlands

MR. E. C. REDHEAD, Minister of State (Overseas), Board of Trade, with special responsibility for exports, will visit the Midlands on December 15 and 16, to see prominent manufacturers of motor vehicles and accessories, furniture and metal smallwares. He will also meet the Board of Trade Midland Regional Controller and those of his staff concerned with export problems.

In addition, the Minister will attend a small reception given by the Regional Controller at which he will meet a wide variety of people concerned with exports, and will be the guest at dinner of the Birmingham Chamber of Commerce. The Minister has already made similar tours in Scotland and the South-east.

Note: On December 15 the Minister will visit Jaguar Cars, Ltd. and Newey Brothers and on December 16 Joseph Lucas Ltd., and Vono Ltd., and London Works (Rolling Mills), Ltd.

Speeches by Board of Trade Ministers

Speeches by Mr. George Darling, Minister of State (Home), Board of Trade, at the Institute of Practitioners in Advertising on December 1 and by Mr. Roy Mason, Minister of State (Shipping), Board of Trade, at the annual dinner of the Chamber of Shipping of the United Kingdom on December 2 will be reported in the *Board of Trade Journal* next week.

Chancellor stresses need for higher exports

Referring to the Government's measures to tackle the most important problem of exports, Mr. James Callaghan, Chancellor of the Exchequer, said in London, on November 27: 'The rebate that we gave to exporters is significant, but only the first part of an integrated drive. Exports start through making our production efficient and competitive.'

The Government were exploring new ways of achieving a much greater concentration on exports. 'We are convinced that this is one of the ways to our higher target.'

Mr. Callaghan also referred to the physical problem of getting more resources of manpower and capacity working on exports. 'This calls for a shift in our economy,' he said. 'It also calls for a new drive, which we are launching, to convince businessmen to give much higher priorities to this part of the national need.'

New arrangements for science and technology

A DETAILED STATEMENT about the new arrangements for science and technology when the Science and Technology Bill has been enacted was given on November 26 by Mr. Michael Stewart, Secretary of State for Education and Science, in a written parliamentary answer.

The Secretary of State referred to the statement made by the Prime Minister about the functions of the Minister of Technology, and said that in addition, it was intended to make the following arrangements once the Science and Technology Bill now before the House had been enacted.

The Secretary of State for Education and Science would be responsible for the Research Councils and for the support of research in the universities. Two new research councils – the Natural Environment Research Council and the Science Research Council – would be created. The research councils would be financed through the Department of Education and Science and the Secretary of State would be advised concerning finance for the councils by the Council on Scientific Policy.

'The Natural Environment Research Council will support research in the earth sciences and ecology,' continued the Secretary of State. 'It will take over the Nature Conservancy, the Geological Survey and Museum, the Hydrology Research Unit, the National Institute of Oceanography, and the functions of the Development Commission in relation to marine and freshwater biology and fishery research. The Minister of Land and Natural Resources will be closely interested in some of the work of the NERC, and I will consult him, and other Ministers who are closely concerned, on certain appointments in this organization.

'The Science Research Council will take over the functions of the DSIR in respect of research grants and post-graduate training awards not within the fields of the other Councils. It will take over the activities of the National Institute for Research in Nuclear Science, and will also be responsible for the Radio Research Station, the Royal Observatories, and the scientific space research programme. It will advise on relations with CERN and with the European Space Research Organization.'

The remaining stations of the DSIR would come within the responsibility of the Minister of Technology, except that the Road Research Laboratory would become a responsibility of the Minister of Transport and would be administered under arrangements that recognize the responsibilities of the Secretary of State for Scotland and the Secretary of State for Wales for highway matters in those countries. The Tropical Products Institute would be the responsibility of the Minister of Overseas Development. Other functions of the DSIR would be divided between the Department of Education and Science and the Ministry of Technology, which would take over the information functions concerned with disseminating technical information in industry. The National Lending Library, and the more general information work and the control of the Scientific Attachés would come under the Department of Education and Science.

The Secretary of State went on to say: 'The decision to place the National Physical Laboratory under the Ministry of Technology was reached after careful consideration and discussion with the President of the Royal Society. It is intended to combine the National Chemical Laboratory with the National Physical Laboratory under one director. Arrangements have been concluded with the Royal Society which will continue the long-standing close association between the laboratory and the Royal Society.'

Functions of Minister of Technology

THE FUNCTIONS of the Minister of Technology were described in a written parliamentary answer by the Prime Minister on November 26.

The Prime Minister said that the Minister of Technology had the general responsibility of guiding and stimulating a major national effort to bring advanced technology and new processes into British industry. The methods employed would include an intensified use of the appropriate Research Stations and of the National Research Development Corporation, civil development contracts and studies to identify particular industries or parts of industries suitable for action. The Minister would consider what changes might be made in the arrangements for procurement financed by public funds in order to contribute to the aim of promoting technological advance. He would initiate studies of the status of the engineering profession. All these tasks would be undertaken in close consultation with the other Departments concerned. As already announced, the Minister would be responsible for the Atomic Energy Authority and the National Research Development Corporation and would take over the elements of the Department of Scientific and Industrial Research headquarters which have been concerned with research and technical development in industry. The Ministry of Technology would in future be the sponsor department for the machine tools, electronics, telecommunications and computer industries. The Ministry would also establish close relations with the British Standards Institution and would support their work in the engineering field. The Science and Technology Bill now before Parliament proposed that the powers of the Atomic Energy Authority should be extended to permit the Authority to undertake research and development outside the atomic field. Legislative action would also be taken to increase the powers and resources of the National Research Development Corporation.

It was announced on November 30 that Mr. J. Leckie, C.B., at present a Second Secretary in the Board of Trade, has been appointed Deputy Secretary in the Ministry of Technology. Mr. Leckie joined the Board of Trade from Customs and Excise in 1940, and during the later war years was head of the Board of Trade delegation in Washington.

Composition of Advisory Council on Technology

THE COMPOSITION of the Advisory Council on Technology was given on November 26 in a written parliamentary reply. The intention to form the Council was announced in a statement from 10 Downing Street on October 28, which said that the Government attach great importance to the work of this Council. The Minister of Technology, Mr. Frank Cousins, is chairman and the deputy chairman is Professor P. M. S. Blackett, F.R.S. The terms of reference are 'to advise on the application of advanced technology in British industry'.

The first meeting of the Council was on November 25. The members are: Sir Leon Bagrit, chairman and managing director of Elliott-Automation Ltd.; Mr. W. B. D. Brown, chairman of the Glacier Metal Co. Ltd.; Sir William Carron, president of the Amalgamated Engineering Union; Mr. C. F. Carter, Vice-Chancellor of the University of Lancaster; Dr. S. C. Curran, F.R.S., Principal and Vice-Chancellor of the University of Strathclyde; Sir Arnold Hall, F.R.S., managing director and vice-chairman of the Hawker Siddeley Group and vice-chairman of Bristol Siddeley Engines; Mr. C. F. Kearton, O.B.E., F.R.S., chairman of Courtaulds Ltd.; Professor M. J. Lighthill, F.R.S., Royal Society Research Professor at the Imperial College of Science and Technology; Lord Nelson of Stafford, chairman and chief executive of The English Electric Co. Ltd.; Mr. H. C. Tett, chairman of Esso Petroleum Co. Ltd.

NEDC appointments

THE DEPARTMENT OF Economic Affairs has announced that the Government have discussed the future role of the National Economic Development Council with the representatives of management and trade unions and have secured the agreement of both to their proposals for making fresh appointments to the Council. The principal responsibility for preparing a national economic plan will now fall to the Department of Economic Affairs, but the Government are convinced that the NEDC will have an essential role to play under these arrangements as a body through which to secure the involvement of both sides of industry in the formulation and implementation of the plan and in the discussion of policies directed to securing faster economic growth.

When members of the NEDC were first appointed early in 1962 the appointments were for a period of two years in the first instance. The First Secretary, who is now to be Chairman of the NEDC, has made the following appointments and re-appointments for a period of two years:

Management

Mr. J. M. Laing	Managing director, J. Laing & Son.
Mr. A. R. M. Geddes	Managing director, Dunlop Rubber Co.
* Mr. John Davies	Vice-chairman and managing director Shell Mex & B.P. Co.
* Sir Peter Runge	President, Federation of British Industries
* Sir Denning Pearson	Chief executive and deputy chairman, Rolls-Royce Ltd.
* Mr. K. A. Keith	Chairman, Philip Hill Higginson, Erlangers

Trade Unions

Mr. George Woodcock	General secretary, TUC.
Sir William Carron	President, Amalgamated Engineering Union
Sir Harry Douglass	General secretary Iron and Steel Trade Confederation
Mr. S. F. Greene	General secretary, National Union of Railwaymen
Mr. R. Smith	General secretary, Union of Post Office Workers
* Mr. Jack Cooper	General secretary, National Union of General and Municipal Workers

Independents

* Mr. W. Coutts Donald	Chairman, Management Consultants Association
Professor E. H. Phelps-Brown	Professor of economics, London School of Economics

Nationalized Industries

Lord Robens of Woldingham	Chairman, National Coal Board
* Sir Ronald Edwards	Chairman, Electricity Council

* *New Appointments*

Other members of the Council will be:

Government

First Secretary of State	Mr. George Brown
President, Board of Trade	Mr. Douglas Jay
Minister of Labour	Mr. Ray Gunter
Minister of Technology	Mr. Frank Cousins
Chief Industrial Adviser	Mr. H. F. R. Catherwood

Director General

Sir Robert Shone

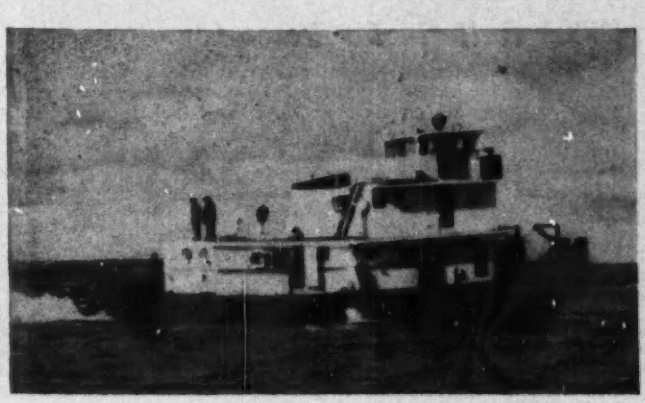
In a letter to the retiring members (Dr. Beeching, Mr. F. A. Cockfield, Lord Franks, Sir Cyril Harrison, Sir John Hunter and Sir John Toothill) the First Secretary has thanked them for the time and effort they devoted to the work of the Council which he regarded as a 'signal service to the nation'.

Note:

In the House of Commons on November 4, the First Secretary outined the Government's ideas about the future role of the NEDC. He said:

'Under the policy which we intend to pursue for more purposive economic planning, it is evident that the responsibilty must lie with the Government themselves. Therefore, this work will be carried out in future in my department, in close co-operation with the Treasury an dother Government departments concerned.

There is, nevertheless, a continuing need for an outside body on which representatives of industry and commerce can discuss the Government's economic plans at the various stages of their formulation can contribute to their formulation and can discuss



The 'Sokoto', one of the United Africa Company's two new twin screw pusher tugs, built by Appledore Ship Builders in Devon and powered by two 342 h.p. Ruston Paxman diesel engines. These were towed out from the United Kingdom in October to join the Niger River Transport fleet, and will be used in assisting oil drilling operations in the Niger Delta.

more generally policies directed to securing economic growth, particularly those dependent upon the understanding and co-operation of industry: and, finally, a body to provide a proper channel of communication with individual industries for the purpose of securing that the implications of the national plan are understood in each industry and that the circumstances of each industry are understood in the preparation of the plan.

It is for these purposes that we propose to reconstitute the National Economic Development Council on very much its former basis, with a membership composed of Government, management and trade unions, with a small number of independent members. The Council, as hitherto, will be served by its own staff in the NEDC office and I have invited Sir Robert Shone to continue in the office of Director-General.'

Trade and development agreement on new part of the GATT

A TEXT HAS BEEN AGREED for submission to governments of a new part of the GATT (General Agreement on Tariffs and Trade) dealing with Trade and Development. The agreement was reached on November 28 between delegations attending the special session of the Contracting Parties to the GATT. A further meeting will be held in the near future to open the new part for formal acceptance and to approve a declaration providing for its application *de facto* until it is ratified.

The new part contains principles and objections directed towards the expansion of the trade and the promotion of the development of less-developed countries, commitments undertaken to this end by both the developed and less-developed countries, together with appropriate safeguards and provisions for joint action.

The GATT has been carrying out an extensive programme of activities in relation to the trade of less-developed countries during the past five years. The new part of the General Agreement will in addition to its new provisions, provide a permanent legal framework for the continuation and possible expansion of this work in the future.

Marketing Advisory Council for United States

LORD WATKINSON, chairman of the Committee for Exports to the United States and managing director of Schweppes, speaking at a London press conference on November 27 on his return from a trip to the United States and Australia, said that his committee were thinking of establishing a Marketing Advisory Council in the United States which would give free advice to the United Kingdom exporters.

He also referred to the British Trade Centre proposed for New York, which is to be backed by the Board of Trade. He said the venture had the full support of the committee and the British American Chamber of Commerce. He added that Americans had told him that British businessmen would be welcomed if they were of a sufficiently senior rank to agree on the details of a given order there and then.

Commonwealth trade discussions in Nigeria

SIXTEEN British businessmen under the leadership of Mr. F. H. Tate, chairman of the Federation of Commonwealth Chambers of Commerce, left for Lagos, Nigeria, on November 27 for the first Nigeria-United Kingdom bilateral trade discussions. These take place on December 3 and 4.

The discussions are being organized by the Nigerian and United Kingdom Committees of the Federation of Commonwealth Chambers of Commerce. They follow almost immediately after the Anglo-Canadian bilateral discussions organized by the Federation which took place recently at Ditchley Park, Oxford.

The agenda for the discussion deals with a number of points affecting Anglo-Nigerian trade as well as those concerned with Commonwealth trade as a whole. They include: Nigeria's proposed association with the Common Market; management and commercial education; the distributive and retail trade in Nigeria; Nigeria's development plans; the oil industry in Nigeria and the development of petrochemicals; double taxation; and the development of the United Kingdom and Nigerian Representative Committees of the Federation.

The bilateral discussions between the United Kingdom and Nigeria are the first to take place between an industrial and a developing country within the Commonwealth. At present talks are held between the United Kingdom and Canada and the United Kingdom and Australia. The success of the Nigerian discussions could bring about a strengthening of the Federation and result in a greater exchange of bilateral discussions between national representative committees to which the Federation attaches great importance.

Appointment to the Cotton Board

MR. DOUGLAS JAY, President of the Board of Trade, has appointed Mr. William Crossley as the representative on the Cotton Board of persons carrying on the business of finishing. He succeeds Mr. R. T. Alcock, whose appointment terminated at the end of June this year.

Mr. Crossley was previously a member of the Cotton Board from April 1958 to March 1961. He is chairman of the Federation of Piece Dyers and Finishers. Mr. Alcock was a member of the Board from April 1961 until June 1964.

German businessmen to visit Britain

A DELEGATION from the Stuttgart Chamber of Commerce, led by its president, Dr. F. Heine, was in Britain this week at the invitation of the president of the London Chamber of Commerce. The delegation is reciprocating a visit paid to Stuttgart by a London Chamber delegation in March of this year.

The members of the delegation have expressed a wish to discuss with members of the London Chamber the effects of the 15 per cent import surcharge, and met Mr. E. C. Redhead, Minister of State (Overseas), Board of Trade, on December 2.

ECGD Bristol office moves

THE BRISTOL office of the Export Credits Guarantee Department has moved to Washington House, Great George Street, Bristol 1, the telephone and telex numbers remain unchanged (Bristol 22102 and telex 44248). Mr. J. Dorrian, the local manager since November, 1960, has seen the amount of business handled by the office during the last four years increase by 100 per cent. Currently he is responsible for 244 Comprehensive policies with a total face value approaching £37 million. (*See page* 1234.)

Official Receiver's new office Leicester

WITH effect from January 4, 1965, the address and telephone number will be:

Prospect House,
94, Regent Road,
Leicester.
Leicester 22251/2/3.

Examination of M.N. Masters and Mates revised regulations

A REVISED edition of the Regulations for the Examination of Masters and Mates in the Merchant Navy (Exn. 1) has been issued by the Ministry of Transport and is now on sale through HM Stationery Office, price 4s. 6d. or 4s. 10d. by post. The Regulations set out the qualifications required of candidates for Certificates of Competency as Master or Mate, and also contain syllabuses and time-tables for the examinations.

The new edition contains a number of variations from the previous edition. The most important are:

(1) discontinuation of the examination for the Yacht Master's Certificate and the Voluntary Examination in Compass Deviation. The Ministry continues to hold examinations for the Yacht Master (Coastal) Certificate.
(2) sea Service requirements for candidates for Second Mate and Mate (Home Trade) examinations were revised in January, 1963 and details are given.
(3) details are given of the recently-introduced remission of sea service for candidates for a Second Mate or Mate (Home Trades) certificate, who have attended an approved 'sandwich' course.
(4) the Table of Fees has been amended and brought into line with the revision introduced on July 1, 1964.
(5) specimen examination papers for all grades of certificates are no longer included. These are now contained in a separate Ministry publication (Exn. 1g), obtainable from HM Stationery Office, price 1s. 3d. or 1s. 6d. by post.
(6) the International Regulations for Preventing Collisions at Sea, 1948 are no longer included in the revised Regulations. Copies may be obtained from HM Stationery Office, price 2s. 0d. or 2s. 3d. by post (reference CMD 8901).
(7) the list of training ships and nautical training colleges approved by the Ministry of Transport has been brought up to date.

World travel experts to meet in London

TRAVEL EXPERTS from nearly 30 different countries will gather in London next week for meetings of the executive committee of the International Union of Official Travel Organizations.

IUOTO which works in close co-operation with the United Nations, is the official body representing the word's government and national tourist organizations. It has 89 member countries. Next week's meetings of the organization's executive committee will be the first to be staged in Britain for 10 years.

They are being held at Grosvenor House, London, on December 3, 4 and 5, at the invitation of the British Travel Association, Britain's official tourist organization. Britain was a founder member of IUOTO, which was established after an international conference on world travel in London in 1946.

Delegates are expected to include representatives of Afghanistan, Australia, Belgium, Bulgaria, Denmark, Eire, Finland, Germany, Hong Kong, India, Israel, Italy, Japan, Lebanon, Mexico, New Zealand, Peru, Rhodesia, Senegal, Sudan, Switzerland, Thailand, Tunisia, Turkey, United Arab Republic, United States, USSR and Venezuela. The London meetings will be held under the chairmanship of Mr. Basil G. Atkinson (Australia), president of IUOTO.

The Russian delegation will be headed by Mr. V. M. Ankudinov, chairman of the Board of Foreign Tourism in the Council of Ministers of the USSR.

Export List, 1965

A REVISED edition of the Export List which sets out the classified descriptions under which goods produced or manufactured in the United Kingdom or the Channel Islands are to be entered with the Customs when exported, is being published for use as from January 1, 1965. Copies of the List may be obtained direct from HM Stationery Office or through any bookseller, price 10s. 0d. Exporters and Agents are advised to place immediate orders.

The headings in certain Divisions of the List have been revised and some alterations have been made in the list of recognized designations of countries.

Attention is drawn to the revised definition of 'nationality of ship' contained in introductory Note (4c) which required ships registered in Commonwealth countries to be shown in 1965 as of the nationality of the country in which they are registered, and not as of British nationality as previously.

EFTA Bulletin for November

THE EFTA Bulletin for November reports the first reactions within EFTA to the temporary surcharge on imports imposed by the British Government on October 26. It also includes a survey of the chemical industry in EFTA and two articles on the capital markets of Austria and Norway. Copies free from Publications Division, Central Office of Information, Hercules Road, London, S.E.1.

Removal of an agreement from the Register of R.T.A.

THE BOARD OF TRADE have given a direction to the Registrar of Restrictive Trading Agreements under Section 12 of the Restrictive Trade Practices Act, 1956, authorizing him to remove from the Register particulars of an agreement between members of the Society of British Gas Industries.

Section 12 of the Act provides that the Board of Trade may, upon the representation of the Registrar, give directions authorizing him to remove from the Register particulars of such agreements of which particulars are for the time being entered therein as appear to the Board to be of no substantial economic significance.

Section 12 (3) of the Act requires the Board of Trade to lay before each House of Parliament a statement containing particulars of the agreements to which the directions relate and this was done on November 25.

Note:

The Agreement to be removed from the Register relates to recommended terms and conditions of contracts for the supply of equipment and plant by members of the Society to Area Gas Boards or the National Coal Board. It also relates to the method of calculating members' annual subscriptions to the Society.

Seventy-one previous directions have been issued by the Board of Trade under Section 12. The last direction was issued on November 3, 1964.

AGM of Federation of Commonwealth Chambers of Commerce

AT THE annual general meeting of the Federation of Commonwealth Chambers of Commerce Major General A. E. Walford was re-elected President for a further year. Mr. F. H. Tate was elected chairman of the Council, Alhaji Chief S. L. Edu, deputy chairman, and Mr. J. H. F. Turner, treasurer. The fiftieth annual report was presented at the meeting. Inquiries for copies should be made to the Federation of C.C. of C., 69 Cannon Street, London, E.C.4.

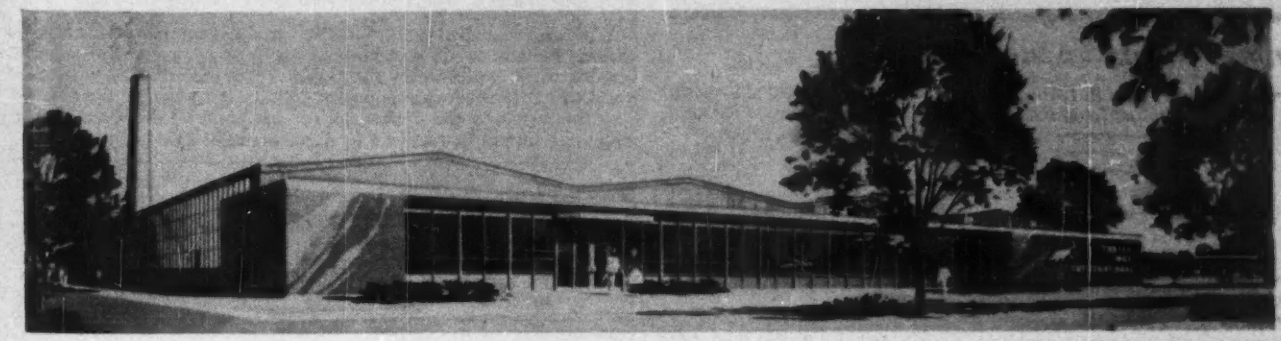
PLA—Three major steps at London docks

THREE NEW SCHEMES to promote the more efficient use of the Port of London and to reduce dockside delays were announced on November 25 by Mr. Dudley Perkins, general manager of the PLA. They are:

1. Queues of lorries will be handled in a new way. At each receiving shed to which the lorries report, a member of the staff will go down the queue telling each driver who is likely to be taken that day. The others will have their Shipping Notes stamped and marked and told that if they come back the next day at 8 a.m. their place in the queue is assured.
2. With the agreement of shipowners, the PLA will not accept cargo delivered after the official closing date. It will be sent back and the transport contractor will have to deliver it to the next ship.
3. Daily Press notices will be issued on receiving revised dates for all the great cargo liners, so that transport contractors, shipping and forwarding agents and individual merchants will know that their ship is late and that it is no use sending their transport down to the docks.

Trading with Sierra Leone

In the article 'Trading with Sierra Leone' in last week's *Board of Trade Journal*, the caption to the lower photograph on page 1155 showing Mr. Young-Williams, should read 'he was trained at the Camborne School of Mines in Britain.'



A perspective of the new factory for Turtle Wax Inc. at Skelmersdale.

New factory for Skelmersdale

TURTLE WAX INC., of Chicago have completed negotiations in co-operation with the Board of Trade, for the building of a new factory at Skelmersdale, a New Town north-east of Liverpool, for the production of their car care products. It was designed by Mr. Mark D. Kalischer, A.I.A. of Chicago, who has worked closely with the Architect's Department of the Skelmersdale Development Corporation.

The factory, which will be equipped with modern automatic equipment including mechanical dock-levelling, full palletization throughout, and automated production controls, will occupy about 50,000 sq. ft. on a ten-acre site and is planned for future expansion.

The factory, to be built at a cost of between £250,000 and £300,000, will eventually employ about 100 men and women, all recruited locally.

GEC expand at Middlesbrough

THE GENERAL ELECTRIC COMPANY LTD. and the Industrial Estates Management Corporation for England, announce that the 66,000 sq. ft. Board of Trade factory occupied by General Electric Company at the East Middlesbrough Industrial Estate, is to be extended by 13,600 sq. ft. Construction of this extension will create jobs for an additional 30 men and 220 women. The new extension is in an advanced stage of planning. It is hoped that construction will commence early in the new year and that it will be ready for occupation by the late summer.

Opened in N.I.

MR. BRIAN FAULKNER, Northern Ireland Minister of Commerce, opened on November 20 a forge plant at the government-built factory at Castlereagh, near Belfast, of the Hughes Tool Co. Ltd., of Houston, Texas. The new plant has the capacity for producing three tons of alloy steel forgings per hour. The company has been manufacturing drilling equipment in Northern Ireland for ten years, 90 per cent of which is exported. The factory, covering 116,000 sq. ft., employs approximately 300 men, and the forge shop will require between 20 and 25 operators. Hughes Tool is one of the three companies from Houston, Texas, which have made Northern Ireland an important centre of the British oilwell equipment industry.

New address for British Week office in Amsterdam

As from November 30, the address of the British Week Office in Amsterdam is: British Week Office, Paulus Potterstraat 9, AMSTERDAM. (Tel. Amsterdam 735620).

First ever transistorized cable in service

THE GENERAL Post Office have announced that the first transistorized submarine cable system in the world came into use on November 27 when telephone calls to and from Belgium will pass over the cable linking St. Margaret's Bay in Kent and La Panne in Belgium. At the end of October the Post Office cable ship HMTS *Iris* began work lifting the existing cable, which had no repeaters, and splicing in two transistorized repeaters. These will increase the capacity of the cable from 216 to 420 circuits.

Following the completion of the repeater laying, engineers of Submarine Cables Ltd., the Belgian Regie des Telegraphes et des Telephones and the United Kingdom Post Office have been working at the two terminal stations making adjustments and exhaustive tests in preparation for putting the system into service. The completion of the system is a major step in the development of submerged repeaters by the United Kingdom.

Paris-London subscriber dialling begins

THE General Post Office announced on November 23, that more than four million telephone subscribers in Britain could be dialled direct from Paris from November 24. The new facility, reinforcing the International Subscriber Dialling links with Europe pioneered by Britain, was inaugurated at 10.15 G.M.T. on November 24, with a telephone call from the French Minister of Posts, Telegraphs and Telephones, M. Jacques Marette, in Paris, to the British Postmaster General, Rt. Hon. Anthony Wedgwood Benn, M.P.

International Subscriber Dialling from Britain began with a link to Paris on March 8, 1963, when London residents and businessmen became the first British subscribers ever to dial their own calls to a foreign country. This facility was extended to most of France, Belgium and Switzerland on April 23, 1964.

From May 2, when ISD facilities from Britain were further extended to West Germany and Holland, London STD subscribers have been able to dial nine-tenths of their calls to the Continent. On September 14, access to International Subscriber Dialling was made available to STD subscribers in Birmingham, Liverpool and Manchester, and Edinburgh and Glasgow were brought into the system on September 28.

GPO 'Teletourist' call increased by 12 per cent

THE GENERAL Post Office announce that there were 247,809 calls to the Post Office's four Teletourist services during the quarter ended September 30. This was an increase of nearly 12 per cent on the figure for the same quarter last year.

The Teletourist service provides for callers in London information in English, French, German and Spanish on 'What's on', supplied by the British Travel Association.

Statistical classification for imported and re-exported goods, 1965

A REVISED edition of the 'Statistical Classification for Imported Goods and for Re-Exported Goods' is being issued for use on and after January 1, 1965, for the guidance of users of the statistics (and may be obtained direct from HM Stationery Office, or through any bookseller, price 10s. 0d.). This classification sets out the descriptions (and the related code numbers) under which goods imported into, or re-exported from, the United Kingdom or the Channel Islands are classified for the purposes of the published external trade statistics.

All information about statistical requirements on import entries, the forms to be used, etc. is contained in the Customs and Excise Tariff.

Imports from Japan - 1965

THE BOARD OF TRADE, in Notice to Importers No. 1089 dated December 1, announced that from January 1, 1965, individual import licences will no longer be necessary for the following goods from Japan:

Sewing machines.
Binoculars.
Microscopes.
Lenses.
Fishing tackle.
Cigarette lighters.

In addition, toys made wholly or mainly of plastic will be freed from licensing restrictions.

Voluntary control arrangements will continue to operate for most textile and radio goods and imports of pottery certified by the Japanese Design Center to be of traditional Japanese design will continue to be admitted outside the pottery quota against the production of "certificates of approval" issued by the Center.

The remaining quotas are listed below:

	1965 *quota* (£)
Knives, forks and spoons, and parts thereof, containing iron or steel	160,000
Toys and games, and parts thereof:	
Metallic toys costing less than U.S. $3 each f.o.b.	1,000,000
Ceramic toys and parts thereof	100,000
Other toys and games and parts thereof (excluding toys made wholly of celluloid, rubber or glass or made wholly or mainly of plastic)	275,000
Domestic pottery falling within headings 69.11 to 69.14 inclusive of the Customs Tariff	300,000

Applications for licences to import against these quotas will be considered from previous licence holders and from others who are able to establish a current interest in direct imports from Japan. The latter should state the nature of their interest, e.g. that they are direct importers of similar goods from other sources (indicating the value of the trade in 1964) or that they are current importers from Japan of specified goods (giving value in 1964) bearing some relation to the goods they now wish to import. It may not be possible to make provision for newcomers in all cases.

Separate applications, on form ILB/A or TIP/A, should be made for each quota and sent to reach the Board of Trade, Import Licensing Branch, Hillgate House, Old Bailey, London, E.C.4, by **December 15 at the latest.** Page 1 of the application form should be completed and the value of the licence required (if available) on page 2; on page 3 *and copies*, the applicant's name and address, the description of goods and the country of consignment and origin (Japan) should be inserted.

Removal of anti-dumping duties on maleic anhydride and fumaric acid

THE BOARD OF TRADE have decided that anti-dumping duties should no longer be imposed on imports of maleic anhydride and fumaric acid from Western Germany and maleic anhydride from Austria. The Anti-Dumping Duty Order 1964, which imposed these duties, has therefore been allowed to expire.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by December 18, 1964.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Ref.
29.01	But-1-yne	As in previous column	December 31, 1965	6635
29.01	2:2-Dimethylpropane	As in previous column	December 31, 1965	6634
29.14	2:4:6-Trinitrobenzoic acid	As in previous column	December 31, 1965	261

Application for reimposition of import duty

THE BOARD OF TRADE, Tariff Division, have received an application for the reimposition of import duty as from January 1, 1965, on the following item which is at present temporarily exempt from import duty.

Tariff heading	Description
85.18	Tantalum capacitors of a kind for incorporation in deaf aids, being approximately cylindrical in shape with a maximum diameter not exceeding 3 mm. and a maximum length not exceeding 7 mm. exclusive of leads.

Purchase tax on kitchenware and tableware reviewed

THE COMMISSIONERS of Customs and Excise, in consultation with trade associations, have had under review the criteria at present published in Notice No. 78 for determining the purchase tax liability of various articles of kitchenware under Group 11(a) of the First Schedule to the Purchase Tax Act, 1963.

With effect from December 1, 1964, the following rule should be applied to certain of these articles, viz:

Saucepans, fish fryers, fry pans and omelette pans, braising pans, colanders, consommé pans with sauté covers, oval boilers, steamers. — Taxable *unless either*
(a) Over 12 inches in diameter *or*
(b) Over 10 inches in diameter *and* over 2 gallons in capacity.

Consequential amendments to the new (November 1964) edition of Notice No. 78 will be issued in due course.

Agreement has also been reached with trade associations on the treatment for purchase tax purposes of dish covers and of lids for vegetable and meat dishes (made in materials other than pottery). From December 1, 1964, the position of these articles is as follows:

(i) Dish covers so designed that they are suitable for alternative use, e.g. as vegetable dishes . . . . taxable under Group 11 (a)
(ii) Other dish covers and lids, supplied separately . . . tax-free
(iii) Vegetable dish covers supplied with taxable dishes taxable under Group 11 (a)
(iv) Meat dish covers supplied *to order, and not as invariable accessories*, with taxable flat meat dishes . . . . . tax-free
(v) Meat dish covers supplied in any circumstances with tax-free flat meat dishes (i.e. those over 18 inches in size) . . . . tax-free

Note:

The first part of this Notice establishes a new dividing-line between domestic sizes of certain kitchenware (subject to purchase tax) and institutional or catering sizes (tax-free): the general effect is to remove tax from borderline articles that have hitherto borne it. The second part of the Notice is designed to remove confusion about the tax position of dish covers and lids for vegetable and meat dishes.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1, Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2653-6), and not to H.M. Stationery Office.*

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry

WEDNESDAY, NOVEMBER 25

Advance factories

The President of the Board of Trade was asked whether he would authorize a second advance factory in Upper Nithsdale, where the unemployment figure was 10.6 per cent, and if he would set up an advance factory in South East Northumberland.

Mr. George Darling, Minister of State (Home), Board of Trade, replied that the President had announced a new programme of advance factories. This included a factory of 12,000 sq. ft. for the Cumnock area in Upper Nithsdale, and also a factory of 25,000 sq. ft. to be built at Cramlington in South East Northumberland.

Asked why, in view of the consistently high rate of unemployment in the town, the President of the Board of Trade had made no provision for an advance factory to be built in Sunderland the Minister of State (Home) replied that an advance factory of 25,000 sq. ft. would be built on the Board of Trade's industrial estate at Houghton-le-Spring, which was within a reasonable travelling distance of Sunderland. The Board of Trade owned no undeveloped land in Sunderland itself.

THURSDAY, NOVEMBER 26

Tourism in the United Kingdom

Asked how much foreign currency was involved by British tourists going abroad in the last convenient period of 12 months; how much British currency was purchased by foreign or Commonwealth tourists visiting this country in the same period; and what action would be taken to make this country more attractive to tourists.

Mr. Roy Mason, Minister of State (Shipping), Board of Trade, said that in the 12 months ended June 30, 1964, United Kingdom visitors spent £255 million in overseas countries, and overseas visitors spent £210 million in the United Kingdom. In addition there was a net gain of the order of £70 million in fares to and from this country.

He continued that the Government's chosen instrument for attracting more tourists to Britain was the British Travel Association, which encourages and co-ordinates the activities of the tourist boards, the tourist trades and the local authorities in holiday resort areas.

MONDAY, NOVEMBER 30

Export of arms

The President was asked how many applications for the export of shotguns and sporting guns to Rhodesia had been refused during the past six months; whether similar restrictions had been placed on exports to Kenya and Tanzania; and whether he would undertake that no impediment would be placed in the way of Rhodesia receiving spares for its British-built military and civil aircraft.

Mr. E. C. Redhead, Minister of State (Overseas) replied that no licence applications for the export of shotguns and sporting guns to Rhodesia, Kenya or Tanzania had been refused in the past six months. Export licence applications for aircraft spares, where these were subject to control, were considered in the light of the political, strategic and economic circumstances of each individual case.

Duty on imported scientific instruments

The President was asked if he would make a statement on his policy with regard to customs duty upon imported scientific equipment of types to which no comparable British instruments were produced.

Mr. E. C. Redhead replied: 'The powers of the Board of Trade to recommend relief of import duty for scientific instruments and apparatus are defined in Section 6 of the Import Duties Act, 1958, and paragraph 1 (c) of the Fourth Schedule: the rules and conditions relating to applications for relief are set out in Notice No. 340 by the Board of Trade and the Commissioners of Customs and Excise, a copy of which I am sending to the Hon. Member.

'The Board may also recommend relief from import duty for equipment for scientific research of a non-commercial nature under Section 6 of the Act and paragraph 3 of the Fourth Schedule: the rules relating to this provision are set out in Notice No. 342, a copy of which I am also sending to the Hon. Member. My Right Hon. Friend, the Chancellor of the Exchequer, has tabled an amendment to the Finance Bill which would have the effect of providing for a similar relief of the temporary import charge.'

Representatives of leading British firms trading with Europe prepare to board BEA's new Trident jet aircraft at London (Heathrow) Aiport on October 21 for a flight to Stockholm where they were guests of BEA's Executive Conference. The object of the conference was to enable representatives to discuss various problems shared by British exporters in Europe. The conference was opened on the same afternoon by Mr. I. Mackenzie, Chargé D'Affaires and Commercial Counsellor of the British Embassy, and closed October 23.

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New Books

Market Research by Trade Associations, by Clodwig Kapferer and Wolfgang K. A. Disch (92 pages. Organisation for Economic Co-operation and Development. 6s., by post 6s. 6d., from H.M. Stationery Office and Government bookshops). This practical guide is designed to give information to trade associations on how to organize and undertake market research for their members. It begins by presenting the case for market research in modern business, and indicates the rôle of trade associations in undertaking it. Next, it lists the various kinds of information needs of firms in the areas of marketing and market competition, and answers questions of when a trade association should undertake market research, and which information needs it should concentrate on satisfying. The most important section of the guide deals with the practical procedures involved in establishing a market research service, including the organizational requirements, obtaining, processing and interpreting information, and the presentation of results, together with a short discussion of costs and financing. A brief final chapter discusses collaboration between trade associations engaged in market research. Several examples of market research activities undertaken by trade associations in OECD member countries are quoted in the guide, but, according to the preface, the majority of associations have not so far provided services of this kind for their members. It is to this majority that the guide is directed as a demonstration that market research services can be established without too many difficulties.

Firms and their Exports, 'A Survey of British Firms' Attitudes Towards Exporting and Export Services'. Political and Economic Planning (Volume 30, No. 483, of **Planning**. 37 pages, 6s., from P.E.P., 12 Upper Belgrave Street, London, S.W.1). This is a report on a questionnaire survey carried out by P.E.P., and it is based on the responses of some 470 firms to questions about the efficacy of Government and private export services and about the problems of exporters. The report's conclusions tend to confirm some of the evidence already available, such as that larger firms export a greater proportion of their output than smaller firms (earlier demonstrated in 'Exports and Size of Firms' in the *Board of Trade Journal*, June 30, 1961, p. 1515); and they go on to suggest various activities that should be undertaken to improve the national export performance. These include a 'streamlining' of official and private export advisory services, the improvement of quality in personnel on the export side of firms' sales departments, and some further research to discover the reasons for the impression in many responding firms that exporting gives a low profitability. The author of the report, Christopher Johnson, also urges the setting in hand of regular official surveys for obtaining more information on which to base official decisions and policies which affect exports.

Investment Decision in Industry, by Robert W. Wright (170 pages. Chapman & Hall, 28s.). One of the problems with which the businessman is faced is that of choosing between several investment alternatives when he has a number of objectives to satisfy, and when the effect of each alternative decision on some, at least, of the objectives can be foreseen only with uncertainty. The author of this book, an Assistant Professor of Economics in the University of Alberta, analyses all the factors involved in the situation – the motives of the decision maker, the business objectives for the firm into which these motives are transposed, the causes of uncertainty in prediction, and the effect of uncertainty on the choice of investment criteria – and proceeds to present a model to describe how decisions are made under these conditions. The discussion proceeds from the simple case to which a mathematical solution may be possible, to the more complex problem which will admit no completely rational solution. The book is written in simple language (although use is made of the terminology of matrix algebra) so that it may be of value to the practical businessman as well as the student of economics.

European Metals Directory (375 pages. 60s., from the Quin Press Limited, 46 Wigmore Street, London, W.1). This is the first edition of a new directory produced by the publishers of the *Metal Bulletin*. It is anticipated that it will appear every three years. The scope of the book is confined generally to raw materials and semi-finished products. It provides a guide to the European producers and suppliers of non-ferrous primary and secondary metals and alloys (including minor metals), ores, concentrates and semi-finished products. The companies are listed alphabetically, but not geographically. There is also a Products Section, arranged alphabetically with lists of producers and merchants under each product. European agents of non-European producers are listed, and the Products Section has a separate index. In most cases the information has been obtained from the companies concerned.

Hong Kong Trade Directory, 1964-65 (The Diplomatic Press & Publishing Co., 20s.). This is the first issue of what is intended by the publishers to be an annual publication. The first half contains a broad summary of the Colony's history, geography, system of government, racial characteristics and customs; some articles on the trade and chief industries of Hong Kong; a fairly comprehensive list of air and shipping lines operating to and from the Colony; and some address lists. The second half is the classified trade index. Covering about 20 pages, it is far from a comprehensive list of businesses. It includes importers and exporters as well as manufacturers, but no indication is given about the category to which the firms listed belong.

Businessman's National Accommodation Guide. British Safety Council (116 pages. 7s. 6d. from the Council, 163-173 Praed Street, London, W.2). How to organize a conference, reasons for holding it, results you can hope to achieve, and how to attract your delegate's interest, are the subjects discussed in the first part of this publication. Text alternates with full-page advertisements of hotels, and a directory section lists the facilities they offer, accommodation available and the prices charged, arranged alphabetically by county and town. Coverage is limited to the hotels of Great Britain, and this guide offers a contrast with the recently published *Conventions and Trade Fairs, Directory of Venues and Facilities*, 1964 (135 pages, Travel Trade Gazette Ltd., 30s.), which is international in scope, which lists convention centres as well as the larger hotels, and which quotes fixed group rates rather than individual room charges.

Reading for Retailers, compiled by R. D. Jones and Brian Skilling (24 pages. 2s., from Hatfield College of Technology, Hatfield, Herts). This booklist, published by the Hertfordshire County Council Technical Information Service (HERTIS), is intended 'primarily as a guide for students in retailing subjects', but the range of books listed also includes many which will be of interest to the owner or manager of a retail business. The bibliography is arranged under general headings dealing with the problems of retail trading and the methods used to promote sales, and includes a list of books on the law affecting retail trade generally. The textile, grocery and meat trades are dealt with in some detail, and there is a list of periodicals. The publications in the bibliography are described in sufficient detail for clear identification.

Research in the U.K. Steel Industry. The British Iron and Steel Federation (32 pages. Free from the Federation, Steel House, Tothill Street, London, S.W.1). This illustrated booklet is designed to outline some of the recent research achievements of the British steel industry and some of the work now on hand.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index / Value in base year, £m.	1958 / 19,984	1958 / —	1958 / 15,988	1958 / 15,258	1958 / 15,258	1961 / 9,095	1958 / 3,478	1958 / 922	1958 / 688	1958 / 591	1958 / 1,205	series shown in £ million			
1959	104	105	106	105	105	95	108	94	115	113	109	+174	+ 73	+15	+49
1960	109	112	114	110	109	98	119	110	127	129	114	+592	+520	+48	+37
1961	113	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	113	115	127	122	113	101	128	119	130	141	124	+101	+ 33	+22	+39
1963	117	119	135	129	118	103	130	107	131	146	132	+133	+ 89	+15	+30
1963															
1st quarter	113	113	130	125	114	101	115	104	126	101	116	— 20	+ 56	—16	N/C
2nd quarter	116	118	132	128	117	102	129	109	128	150	128	+ 38	— 9	+22	—5
3rd quarter	116	120	138	130	120	105	135	106	130	164	140	— 36	— 33	—19	—6
4th quarter	123	124	138	132	121	105	140	109	140	168	143	+151	+ 75	+28	+41
1964															
1st quarter	121	127	141	134	121	106	144	115	145	175	151	+ 96	+ 94	— 4	+ 4
2nd quarter	121	127	143	135	120	105	148	120	144	181	152	+146	+120	+12	+ 1
3rd quarter		127*				106									
1964															
April	..	127	..	..	..	106	..	..	..	..	..	..	..	..	..
May	..	127	..	..	..	104	..	..	..	..	..	..	..	..	..
June	..	127	..	..	..	105	..	..	..	..	..	..	..	..	..
July	..	127*	..	..	..	105	..	..	..	..	..	..	..	..	..
August	..	127*	..	..	..	106	..	..	..	..	..	..	..	..	..
September	..	126*	..	..	..	107	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index / Value in base year, £m.	Dec. 1958 / ..	Apr. 1959 / ..	Jan. 17, 1956 (Derived series from January 1963) / —		1954 / —	1954 / —	Jan. 31, 1956 / —	series shown in thousands						1958 / 3,748	1958 / 3,176	series shown in £ million
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	105	+153
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—258
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 1
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+115
1963	135	117	121·7	+2·0	104·5	122·0	141·3	502	+ 83	..	144	— 5	..	129	128	+113
1963																
1st quarter	117	100	121·4	+3·1	103·6	121·4	139·4	627	+136	+42	113	— 7	— 5	120	124	+ 82
2nd quarter	123	105	122·1	+1·6	104·2	121·8	140·9	504	—123	—58	147	+34	+33	127	127	+ 34
3rd quarter	130	100	121·3	+1·3	104·2	122·1	141·5	428	— 76	—34	157	+10	+ 6	132	131	+ 2
4th quarter	135	117	122·1	+2·1	106·1	122·6	143·3	450	+ 22	+50	157	Nil	—34	136	132	— 5
1964																
1st quarter	140	121	123·2	+1·5	107·9	124·0	145·8	445	— 5	+42	182	+25	— 5	145	134	— 69
2nd quarter	148	125*	125·5	+2·8	107·8	125·0	147·4	355	— 90	—58	230	+48	+33	147	133	—113
3rd quarter	156*	113*	126·5	+4·3	108·6*	125·6*	149·3	311	— 44	—34	242	+12	+ 6	147	132	
1964																
April	144	123*	124·7	+2·0	108·1	124·8	146·7	394	— 19	—20	212	+10	+14	146	127	..
May	147	126*	125·7	+2·9	107·6	125·1	147·4	357	— 37	—23	227	+15	+ 9	144	140	..
June	148	125*	126·2	+3·4	107·8	125·2	148·2	315	— 42	—33	251	+24	+13	152	132	..
July	151*	120*	126·2	+4·0	108·1	125·5	149·0	303	— 12	—15	250	— 1	+ 3	138	125	..
August	154*	117*	126·7	+4·7	108·6*	125·7*	149·3	314	+ 11	+10	239	—11	— 9	153	140	..
September	156*	113*	126·7	+4·6	109·2*	125·7*	149·7	315	+ 1	+11	239	Nil	— 7	151	131	..
October			126·8	+4·1	110·2*	125·9*	149·8	332	+ 17	+27	233	— 6	—12	146	133	..
November								338	+ 6	+19	230	— 3	—16			..

† NOT seasonally adjusted. * Provisional.

World trade and production in the second quarter of 1964

THE VALUE OF WORLD* EXPORTS continued to increase in the second quarter of 1963, allowing for seasonal variations. There has been relatively steady growth since early in 1963 when the value of exports from primary producing countries began to increase and exports from industrial countries recovered from the pause in the second half of 1962 and the effects of the abnormal weather at the beginning of 1963. Exports from the primary producers in the second quarter of 1964 were estimated to be no more in value than in the first quarter, but in the first half of the year they were 5 per cent more than in the previous six months. Exports from the industrial countries were the main element in the increase in total world exports in the second quarter of 1964; these exports have increased at a steady and fast rate since the spring of 1963. Intra-trade among the industrial countries and exports to primary producers contributed equally to the increase in the second quarter.

Exports of manufactures from the main manufacturing countries (not seasonally adjusted) were 14 per cent more than a year earlier in the second quarter of 1964 compared with an increase of 18 per cent in the first quarter. In view of the depressed level of exports in the first quarter of 1963, this does not suggest a slowing down in growth during the first half of this year. Increases of over 20 per cent were recorded in the second quarter by Italy, Sweden and Japan. Above average increases were also shown by Belgium, the Netherlands and Canada. Exports from the United States and West Germany were about 12½ per cent more than a year earlier, and exports from the United Kingdom 6½ per cent more.

Among the industrial countries, total exports from the United States, the United Kingdom and Germany were marginally lower in the second quarter of this year than in the first (after allowing for seasonal variations) and there was no increase in exports from France. However, there were increases in exports from both EEC and EFTA countries as a whole; there were also increases in exports from Canada and Japan.

There was a further sharp rise in imports into industrial countries in the second quarter of 1964, but the experience of the individual countries was by no means uniform. Imports into France fell by 3 per cent, compared with the previous quarter, and into Italy by 8 per cent; imports into Japan which had increased by about a third between the first quarters of 1963 and 1964, showed no further increase. Imports into the United States began to increase after two quarters of little change while the rapid increase in imports into the United Kingdom began to slow down. Imports into the other European countries were in general increasing fast.

Industrial production

There was a further increase in world industrial production in the second quarter of 1964, but the rate of increase was much less than in the first quarter. Industrial production in the United States continued to increase fast (and has done so in the third quarter), but there was a marked slowing down in the rate of growth of production in Europe. In the United Kingdom there has been little change in the level of industrial production from the first quarter of this year to the third and the rate of increase in West German production over this period has been ½ per cent a quarter after increases of over 3 per cent a quarter during the previous six months. Italian industrial production was 3½ per cent less in the second quarter of 1964 than in the first quarter.

* In this article 'World' excludes Soviet Russia, Eastern Europe, the People's Republic of China and Cuba as reporting countries but includes them as markets for exports and suppliers of imports.

Tables continued on next page

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Table 1 – World trade adjusted for seasonal variations

quarters or quarterly averages

United States $ thousand million

	EXPORTS FROM					IMPORTS INTO		
	Industrial countries			Primary producers	World	Industrial countries	Primary producers	World
	To industrial countries	To primary producers	Total					
1957	10·5	6·39	16·9	7·61	24·5	18·1	8·81	26·9
1958	9·8	6·27	16·1	7·23	23·3	16·9	8·27	25·2
1959	11·0	6·16	17·2	7·69	24·9	18·4	8·17	26·6
1960	12·7	7·00	19·7	8·15	27·8	20·6	9·19	29·8
1961	13·7	7·10	20·8	8·35	29·1	21·7	9·34	31·1
1962	14·8	7·06	21·8	8·73	30·5	23·5	9·44	32·9
1963	16·3	7·49	23·8	9·56	33·3	25·8	9·86	35·6
1961 1st quarter	13·3	7·27	20·5	8·25	28·8	21·1	9·47	30·6
2nd quarter	13·6	7·00	20·6	8·30	28·9	21·5	9·36	30·8
3rd quarter	13·9	7·16	21·1	8·46	29·6	22·0	9·37	31·3
4th quarter	14·1	7·04	21·2	8·51	29·7	22·7	9·32	32·0
1962 1st quarter	14·4	6·92	21·3	8·58	29·9	23·1	9·25	32·3
2nd quarter	14·8	7·23	22·0	8·51	30·6	23·2	9·26	32·5
3rd quarter	15·0	7·17	22·2	8·88	31·0	24·0	9·82	33·8
4th quarter	14·8	6·92	21·8	8·95	30·7	23·8	9·47	33·3
1963 1st quarter	15·1	6·95	22·0	9·22	31·3	23·8	9·22	33·0
2nd quarter	16·3	7·64	23·9	9·24	33·1	25·7	9·84	35·6
3rd quarter	16·6	7·55	24·2	9·84	34·0	26·7	10·18	36·9
4th quarter	17·1	7·79	24·9	9·93	34·8	26·9	10·17	37·0
1964 1st quarter	17·9	7·93	25·8	10·37P	36·2P	27·8	10·26P	38·0P
2nd quarter	18·4	8·43	26·8	10·33P	37·1P	29·1	10·73P	39·8P

NOTES:
(1) Soviet Russia, Eastern Europe, People's Republic of China and Cuba are excluded as reporting countries but included as markets for exports and suppliers of imports. (2) Excluding United States special category exports. (3) Industrial countries are OECD members, including Japan which joined in May 1964. (4) P = Provisional.

Table 2 – Exports from OECD countries adjusted for seasonal variations

quarters or quarterly averages

United States $ thousand million

	Exports (f.o.b.) from								European OECD Intra-trade
	United States	Canada	European OECD	United Kingdom	EEC	Germany (FR) (a)	France (b)	Italy	
1957	4·87	1·29	10·15	2·42	5·62	2·15	1·28	0·64	5·30
1958	4·09	1·27	10·10	2·35	5·69	2·20	1·28	0·63	5·15
1959	4·10	1·35	10·94	2·42	6·31	2·45	1·40	0·73	5·72
1960	4·88	1·39	12·50	2·57	7·43	2·86	1·72	0·92	6·83
1961	5·05	1·36	13·43	2·69	8·09	3·17	1·81	1·05	7·72
1962	5·25	1·48	14·15	2·77	8·56	3·32	1·84	1·17	8·53
1963	5·57	1·62	15·44	2·96	9·40	3·65	2·02	1·27	9·59
1962 1st quarter	5·15	1·46	13·92	2·67	8·53	3·28	1·87	1·17	8·28
2nd quarter	5·39	1·47	14·15	2·81	8·48	3·31	1·78	1·18	8·45
3rd quatter	5·36	1·49	14·23	2·79	8·58	3·34	1·84	1·17	8·61
4th quarter	5·11	1·50	14·40	2·78	8·73	3·36	1·89	1·21	8·82
1963 1st quarter	5·06*	1·53	14·37	2·85	8·68	3·33	1·86	1·23	8·81
2nd quarter	5·59	1·58	15·47	2·93	9·42	3·58	2·06	1·26	9·57
3rd quarter	5·70	1·59	15·76	3·02	9·61	3·71	2·06	1·30	9·78
4th quarter	5·94	1·75	16·13	3·02	9·83	3·90	2·09	1·33	10·15
1964 1st quarter	6·14	1·82	16·70	3·09	10·37	4·02	2·25	1·36	10·56
2nd quarter	6·10	1·96	16·99	3·06	10·44	3·97	2·25	1·44	10·79
3rd quarter				3·04		3·93	2·20		

(a) Includes Saar from July 1959. (b) Includes Saar up to June 1959. *Dock strike.

Table 3 – Imports into OECD countries adjusted for seasonal variations

quarters or quarterly averages

United States $ thousand million

	Imports (c.i.f.) into							
	United States (c)	Canada (c)	European OECD	United Kingdom	EEC	Germany (FR) (a)	France (b)	Italy
1957	3·23	1·47	11·82	2·85	6·21	1·88	1·54	0·91
1958	3·18	1·34	11·05	2·65	5·74	1·85	1·40	0·79
1959	3·75	1·47	11·68	2·79	6·05	2·09	1·28	0·84
1960	3·66	1·42	13·83	3·19	7·40	2·54	1·57	1·19
1961	3·59	1·43	14·71	3·08	8·04	2·74	1·67	1·31
1962	4·06	1·46	16·02	3·14	8·93	3·07	1·88	1·52
1963	4·25	1·52	17·80	3·38	10·10	3·26	2·18	1·90
1961 1st quarter	3·38	1·40	14·52	3·23	7·86	2·59	1·65	1·28
2nd quarter	3·44	1·37	14·58	3·04	8·01	2·75	1·66	1·31
3rd quarter	3·79	1·42	14·74	3·00	8·03	2·75	1·65	1·33
4th quarter	3·85	1·51	15·18	3·01	8·32	2·83	1·78	1·35
1962 1st quarter	3·94	1·50	15·47	3·07	8·58	2·99	1·73	1·43
2nd quarter	4·05	1·46	15·66	3·16	8·72	3·04	1·76	1·46
3rd quarter	4·17	1·48	16·30	3·23	9·02	3·05	1·93	1·57
4th quarter	4·09	1·40	16·60	3·15	9·25	3·11	1·97	1·67
1963 1st quarter	4·03*	1·43	16·47	3·15	9·33	3·14	1·99	1·68
2nd quarter	4·22	1·49	17·67	3·32	9·97	3·25	2·13	1·89
3rd quarter	4·41	1·53	18·20	3·48	10·31	3·30	2·19	2·03
4th quarter	4·37	1·62	18·70	3·57	10·63	3·24	2·42	2·04
1964 1st quarter	4·41	1·68	19·57	3·80	11·00	3·35	2·54	2·01
2nd quarter	4·55	1·77	19·67	3·88	11·06	3·46	2·47	1·86
3rd quarter				3·88		3·75	2·47	

(a) Includes Saar from July 1959. (b) Includes Saar up to June 1959. (c) Imports are valued f.o.b. *Dock strike.

Table 4—Exports of manufactures by the main manufacturing countries

quarters or quarterly averages

United States $ thousand million. Percentage increase over a year earlier in brackets

	United Kingdom	Germany (FR)	Belgium-Luxembourg	France	Italy	Netherlands	Sweden	Switzerland	United States*	Canada	Japan	Total
1957	1·90 (5·5)	1·87 (18·2)	0·63 (—0·2)	0·85 (13·2)	0·41 (19·1)	0·37 (9·9)	0·30 (14·8)	0·36 (8·5)	2·71 (11·5)	0·59 (4·7)	0·63 (16·4)	10·42 (10·9)
1958	1·86 (—2·0)	1·94 (4·1)	0·61 (—3·3)	0·90 (6·0)	0·43 (6·5)	0·41 (8·6)	0·32 (5·2)	0·35 (—1·3)	2·44 (—9·8)	0·56 (—5·1)	0·63 (—1·1)	10·46 (—1·3)
1959	1·95 (4·6)	2·17 (11·6)	0·67 (9·5)	1·04 (15·4)	0·50 (16·4)	0·47 (15·9)	0·34 (7·8)	0·39 (8·8)	2·41 (—1·5)	0·60 (7·2)	0·76 (20·8)	11·29 (8·0)
1960	2·08 (6·6)	2·53 (16·8)	0·77 (14·3)	1·27 (21·3)	0·68 (34·4)	0·53 (12·2)	0·40 (17·9)	0·43 (11·5)	2·83 (17·7)	0·63 (5·3)	0·90 (18·8)	13·04 (15·5)
1961	2·16 (3·9)	2·80 (10·6)	0·79 (3·4)	1·30 (2·9)	0·79 (16·7)	0·58 (9·0)	0·45 (11·9)	0·47 (8·8)	2·84 (0·1)	0·63 (0·2)	0·94 (4·5)	13·74 (5·4)
1962	2·21 (2·4)	2·93 (4·7)	0·87 (9·9)	1·35 (3·6)	0·88 (11·5)	0·61 (6·4)	0·50 (10·9)	0·51 (8·5)	2·98 (5·1)	0·66 (4·5)	1·09 (15·6)	14·59 (6·1)
1963	2·36 (6·7)	3·23 (10·0)	0·96 (9·8)	1·46 (8·2)	0·97 (10·3)	0·68 (10·7)	0·55 (10·3)	0·55 (8·1)	3·14 (5·3)	0·71 (7·4)	1·23 (13·0)	15·82 (8·4)
1961 1st quarter	2·21 (2·2)	2·62 (8·8)	0·75 (—3·9)	1·30 (—3·9)	0·75 (16·2)	0·59 (14·5)	0·42 (5·1)	0·44 (12·7)	2·86 (7·8)	0·58 (—6·9)	0·84 (7·4)	13·36 (3·1)
2nd quarter	2·22 (3·8)	2·83 (16·3)	0·82 (3·8)	1·33 (4·8)	0·74 (9·3)	0·56 (7·7)	0·45 (18·9)	0·45 (8·9)	2·87 (—4·5)	0·63 (1·7)	0·90 (4·4)	13·88 (5·3)
3rd quarter	2·05 (6·8)	2·79 (14·7)	0·77 (9·1)	1·20 (6·7)	0·80 (17·8)	0·56 (10·2)	0·43 (18·2)	0·46 (9·5)	2·69 (—3·7)	0·65 (3·6)	0·96 (1·8)	13·35 (6·4)
4th quarter	2·15 (3·4)	2·96 (3·8)	0·83 (5·0)	1·38 (4·8)	0·86 (23·3)	0·59 (4·0)	0·49 (7·0)	0·52 (5·0)	2·93 (1·2)	0·66 (2·2)	1·07 (4·7)	14·47 (4·5)
1962 1st quarter	2·19 (—1·3)	2·79 (6·3)	0·88 (18·6)	1·38 (6·0)	0·85 (13·9)	0·60 (0·9)	0·48 (14·1)	0·48 (9·5)	2·93 (2·7)	0·61 (5·0)	0·90 (7·6)	14·30 (5·9)
2nd quarter	2·32 (4·5)	2·93 (3·5)	0·89 (8·8)	1·33 (—)	0·86 (15·7)	0·61 (10·2)	0·53 (17·7)	0·49 (9·5)	3·18 (10·8)	0·65 (3·5)	1·06 (17·8)	14·86 (7·7)
3rd quarter	2·09 (2·1)	2·88 (3·3)	0·83 (6·8)	1·23 (2·8)	0·84 (5·2)	0·59 (6·0)	0·44 (1·7)	0·49 (7·3)	2·83 (5·1)	0·67 (3·8)	1·18 (23·0)	14·07 (5·4)
4th quarter	2·24 (4·1)	3·14 (5·9)	0·89 (6·3)	1·46 (5·7)	0·96 (11·6)	0·65 (8·8)	0·54 (10·1)	0·57 (7·8)	2·98 (1·9)	0·70 (5·5)	1·21 (13·1)	15·34 (6·0)
1963 1st quarter	2·34 (6·9)	2·86 (2·5)	0·86 (—2·6)	1·38 (0·2)	0·91 (6·3)	0·61 (1·1)	0·49 (1·5)	0·50 (4·7)	2·87 (—2·3)	0·63 (2·6)	1·01 (12·4)	14·43 (2·5)
2nd quarter	2·40 (3·2)	3·20 (9·3)	0·99 (10·7)	1·55 (16·8)	0·95 (10·6)	0·69 (12·5)	0·52 (—1·8)	0·54 (10·0)	3·30 (3·7)	0·73 (12·5)	1·17 (10·6)	16·04 (8·0)
3rd quarter	2·24 (7·0)	3·25 (12·9)	0·94 (14·5)	1·35 (10·0)	0·98 (15·8)	0·69 (16·4)	0·54 (21·5)	0·52 (6·3)	2·99 (5·7)	0·70 (4·2)	1·29 (9·7)	15·49 (10·1)
4th quarter	2·46 (9·8)	3·60 (14·6)	1·04 (16·9)	1·55 (6·3)	1·05 (8·8)	0·73 (12·9)	0·65 (20·6)	0·63 (10·9)	3·40 (14·0)	0·77 (10·1)	1·44 (18·9)	17·31 (12·9)
1964 1st quarter	2·53 (8·2)	3·43 (20·1)	1·11 (28·7)	1·63 (17·8)	1·04 (14·8)	0·78 (29·0)	0·53 (13·0)	0·55 (9·4)	3·52 (22·8)	0·76 (20·5)	1·17 (15·7)	17·07 (18·1)
2nd quarter	2·55 (6·5)	3·60 (12·3)	1·14 (15·5)	1·66 (7·4)	1·15 (21·1)	0·82 (19·5)	0·66 (25·7)	0·60 (11·3)	3·73 (12·8)	0·87 (18·9)	1·44 (22·7)	18·22 (13·6)

Exports from the 11 countries shown of Sections 5-8 of the Standard International Trade Classification, Revised (excluding United States exports of Special Category Goods). In 1957 these exports accounted for 88 per cent of exports of these goods from all countries in the world other than Soviet Russia, Eastern Europe and People's Republic of China.

* Goods valued at approximately $185 million were removed from the list of Special Category goods during 1957 and this amount should be added to the figures for that year when comparing with later periods.

Table 5—Index numbers of industrial production adjusted for seasonal variations

1953 = 100

	OECD (a)	United States	European OECD	United Kingdom	EEC	France (b)	Germany (FR) (excluding Saar)	Italy	Japan
1957	119	110	131	116	140	148	147	138	169
1958	115	103	133	114	144	155	152	143	169
1959	127	116	141	120	153	157	162	158	210
1960	135	119	155	129	171	172	180	182	265
1961	139	120	162	130	182	181	191	202	323
1962	150	130	171	131	193	193	199	222	354
1963	157	136	178	136	203	202	207	241	388
1961 1st quarter	134	113	162	129	180	178	191	193	300
2nd quarter	139	119	163	131	181	180	189	198	313
3rd quarter	142	123	163	130	183	183	190	202	332
4th quarter	145	126	165	128	188	186	193	215	347
1962 1st quarter	147	127	168	128	190	189	195	219	353
2nd quarter	149	129	170	131	192	190	198	219	356
3rd quarter	150	131	171	133	194	193	201	219	354
4th quarter	151	131	173	130	198	195	203	229	349
1963 1st quarter	151	132	171	130	195	189*	199	231	358
2nd quarter	156	136	178	134	203	204	207	241	375
3rd quarter	159	138	180	137	204	202	208	243	402
4th quarter	161	138	185	141	211	212	214	250	418
1964 1st quarter	165	141	189	144	216	215	221	250	435
2nd quarter	167	144	190	145	217	217	222	242	451
3rd quarter		146		144P			223		

(a) Japan became a Member country of OECD in May 1964 and is included in these indices. (b) Annual figures are not average of quarterly figures. *Strike P—Provisional.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, November 27, 1964.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered in the name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
BRITISH					
Look at Life Series 23:					
The Jet Folk	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 29451	10	November 26
Movietone News 1850A	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 29458	7	November 27
Movietone News 1851	" "	" "	Br/E 29459	8	November 27
Pathe News 64-95	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 29570	9	November 27
Pathe News 64-96	" "	" "	Br/E 29571	9	November 27
FOREIGN					
World in One City	E. J. Fancey Productions Ltd.	Wolfgang Gorter and Citel Films, Geneva	F 29850	20	November 26
This Rugged Land	Columbia Pictures Corp. Ltd.	Wilrich Productions Inc.	F 29852	71	November 26
The Little Prince and the Eight Headed Dragon	" "	Toei Company Ltd., Tokyo	F 29853	83	November 26
The Lion of Saint Mark	" "	Liber Film, Rome	F 29854	87	November 26
The Testament of Dr. Mabuse	Ranworth Film Services Ltd.	C.C.C. Film Productions, Berlin	F 29855	88	November 27

Spanish trade mission in Lancs.

A 27-man fact-finding mission of Spanish textile manufacturers visited the Leesona Ltd. factories at Heywood and Darwen, Lancs, recently. Here Mr. A. Olivieras, one of Leesona's Spanish agents (second right) and Mr. B. Livesey, sales representative (back to camera) give explanations of the 340 automatic cone winder.

FIDUCIA·ET·FIDES

THE BRITISH BANK
OF THE MIDDLE EAST
Incorporated by Royal Charter 1889

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Mansion House 2643 (6 lines)

CAPITAL AND PUBLISHED RESERVES £5,553,330
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KUWAIT · MUSCAT AND OMAN · QATAR · RAS AL KHAIMAH · SHARJAH

ASSOCIATED BANK IN IRAN—
THE BANK OF IRAN AND THE MIDDLE EAST
Capital Rials 250,000,000 (£1,200,000)

EXPORTERS WALL MAP

A revised edition of a wall map 'Information for the British Exporter,' published by the Board of Trade, is now available. The map covers the whole world and features tables showing Britain's trading figures with her major overseas markets. It also tells British exporters how and where they may get advice on exporting from the British Government Services at home, and overseas, in the many commercial posts at Embassies and Trade Commission offices, each of which is shown on the map. The map, which is in full colour, can be obtained, free of charge, from any Board of Trade Regional Office (see Board of Trade Journal *of October 23 for addresses) or from the Board of Trade, Information Division, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1. (Tel. Abbey 7877, Ext. 2768).*

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Series are now available, and copies may be obtained by annual subscription from HM Stationery Office, PO Box 569, London, S.E.1:

Monthly at £1 a year, post free:

Internal Combustion Engines for July 1964.
Rotating Electrical Machinery for July 1964.
Electric Lamps for September 1964.
Gramophone Records for September 1964.
Processed Man-made Continuous Filament Yarns for September 1964.
Refrigerating Machinery for September 1964.
Tools & Implements for September 1964.
Timber – Softwood, Hardwood & Plywood for October 1964.

Quarterly at 7s. 6d. a year, post free:

Domestic Hollow-ware for July-September 1964.
Gloves & Mittens for July-September 1964.
Lace for July-September 1964.
Silk Weaving & Converting for July-September 1964.

N.I. index of industrial production

THE PROVISIONAL index of industrial production for Northern Ireland for September 1964, prepared by the Ministry of Commerce, is 135 (1958 = 100). This is 3 points lower than the final index for August 1964, and 6 points higher than for September 1963.

The index numbers for the main industrial groups for September 1964, with the increase or decrease on September 1963, shown in brackets are: textiles 136 (+10 points); clothing 131 (—9); engineering and metals 95 (—9); food, drink and tobacco 114 (—8); timber and furniture 133 (+29); other manufacturing industries 323 (+109); construction 147 (+1); gas, electricity and water 141 (+10).

Overdrafts of the nationalized industries

THE TOTAL bank overdrafts of the nationalized industries at November 18 amounted to £67·9 million, of which £59·1 million were from the clearing banks and £8·8 million from the Scottish banks.

Lord Clitheroe, chairman of Borax (Holdings) Limited, receiving a picture of the Group's new £1¼ million depot at Rotterdam from Mr. C. Mulder, director and general manager of the Group's recently formed Dutch subsidiary Borax NV. The occasion was the formal opening of the new 11-acre depot.

Government surplus sales by auction

MINISTRY OF DEFENCE (AIR FORCE DEPARTMENT)

1964	Stores	Location	Auctioneers
Dec. 8 .	The sale will include approximately 90 timber, Nissen and Seco huts, brick and concrete buildings; water tanks and miscellaneous stores.	Royal Air Force Station, Shepherds Grove .	Thos. Wm. Gaze & Sons, Crown Street, Diss, Norfolk. (Tel. 2291/2).
Dec. 10 .	Sale will consist mainly of huts and buildings and will includes a T2 hangar at Rattlesden.	Royal Air Force, Tuddenham . . .	Osmond E. Griffiths, Rothsay House, Newmarket. (Tel. 2054/5).
Dec. 10 .	Miscellaneous stores and equipment . .	No. 35 Maintenance Unit, Royal Air Force, Heywood, Lancs.	Brady & Son (AFD1), 17 Warren Street, Stockport, Cheshire. (Tel. Stockport 2252).

The above sale will include radio and electrical equipment (including receivers and motors), transformers and oscilloscopes; projectors; radar cabin and equipment; laboratory equipment; weighing machines (Salter's); kitchen, canteen equipment and cutlery; generators (engine-driven), trolleys (including hydraulic servicing and bomb trolleys); miscellaneous tools and benches, jacks and assemblies; ladders; miscellaneous office and other furniture; canvas covers, etc., and salvage textiles.

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

TENDER SALES

Air Force Department sale of ferrous and non-ferrous scrap (radar installation) lying near Bexhill-on-Sea, Sussex. Lot comprises cabins, aerials, ventilation system, motors, transformers, racking, lead covered cable, etc., estimated weight 21 tons aluminium alloy, six tons P.S.P., etc. Tender forms obtainable from Ministry of Defence, AFC19a (Air), Turnstile House, London, W.C.1.

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1964	Stores	Location	Auctioneers
Dec. 8-10 .	Passenger, load carrying and dual-purpose vehicles; earth moving and lifting equiipment, plant spares, etc.	Ordnance Storage and Disposal Depot, Ruddington, near Nottingham.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).
Dec. 15 .	Clothing and textiles, etc., including khaki greatcoats and battledress; footwear; steel helmets; webbing equipment; carpets; blankets; miscellaneous furniture; tools; bins; slicing machines; portable fire extinguishers; Dennis trailer fire pump; scrap metals and other stores.	Command Ordnance Sub-Depot, Reed Hall, Colchester.	Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester. (Tel. 73171).
Dec. 17-18 .	Saloon and estate cars; vans; Land Rovers; 'Champs'; trucks and tractors (petrol and diesel); mobile cranes; road roller; ambulances; motorcycles; M.T. spares; chemical plant spares including valves, flanges, stainless and mild steel tubes, plates, nuts and bolts; brass billets; aluminium tubing and sheet; lead pipes and sheet; earthenware pedestals and bends; electric cable; steel helmets; canvas; rope; rags; mounted greatcoats; mattresses; pillows; enamel ware; furniture; oil; paint, etc.	Ordnance Disposal Depot, Bowhouse, Hurlford, near Kilmarnock, Ayrshire.	Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447).
1965			
Jan. 14 .	Machine tools, woodworking machines and miscellaneous stores.	Technical Stores Sub-Depot, Old Dalby, Leics. (*Sale at Melton Mowbray.*)	Shouler & Son (Dept. L), 1 Norman Street, Melton Mowbray, Leics. (Tel. 3081).
Jan. 19 .	Clothing, M.T. spares, engineering and electrical spares, nuts and bolts and miscellaneous stores.	Ordnance Storage and Disposal Depot, Ruddington, near Nottingham.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272.
Jan. 26 .	Batteries 24V, watches, textiles and miscellaneous stores.	Ordnance Disposal Depot, Royal Arsenal, Woolwich, London, S.E.18.	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to the date of sale. Price 1s. 0d. (*Postal Orders only*).

Customs and Excise Tariff

Of The United Kingdom of Great Britain and Northern Ireland

Issued for the convenience of importers and others concerned, this tariff shows the duties of Customs and Excise in operation in the United Kingdom of Great Britain and Northern Ireland on the 1st January, 1961, and the drawbacks and allowances relating thereto. Complete in loose-leaf binder.
47s. 6d. (*by post* 50*s.* 3*d.*)
(Amendments available on Annual subscription £3 including postage).

Government publications can be purchased over the counter or by post from the Government Bookshops in London, Edinburgh, Manchester, Birmingham, Cardiff, Bristol and Belfast, or through any bookseller

HMSO

Exhibitions and Fairs

Texas promotion may reach $4m. mark

REPORTS from Houston, Texas, say that the target of $4 million may well be reached when a final assessment is made of the value of British goods sold during the 'Britain in Texas 1964' Festival, one of the most extensive British promotions undertaken in the United States.

Centred on the Sakowitz store, the festival comprised a complex of promotions that was not only a sound commercial success but also made a social and cultural impact on the whole of this area. Publicity by press, radio and TV has been described as 'phenomenal'.

Goods to the estimated value of $1 million were on sale at the Sakowitz store promotion, which opened on October 5 and continued for three weeks. This was preceded in September by a massive display of industrial goods at the Houston International Fair, where another half million dollars' worth of British products was presented and sold. The British pavilion, the largest at this fair, received the principal award for appearance and presentation. A visit by the guided missile warship HMS 'London', bridged the gap between these events.

The Sakowitz store front carried a seventy foot high facade simulating famous London buildings, coupled with a system of 'son et lumiere' that drew large crowds to the store. British clothes were shown in all the windows. Within the store, British goods dominated all departments and in the menswear section every second suit appeared to carry a 'Britain in Texas' label. Special displays included a show of haute couture clothes by Hardy Amies and John Cavanagh.

Two specialized exhibitions took place during the festival and aroused widespread interest. These were a scientific exhibition that told the story of Anglo-American co-operation in the space age, with particular reference to communication satellites; and an exhibition of modern British

(Continued on page 1229)

Visitors to the International du Prêt-à-Porter Feminin, in Paris study garments on one of the British stands.

British Week in Brisbane was judged the outstanding public relations activity of the year in Queensland by the Queensland Branch of the Institute of Public Relations of Australia. The President of the Queensland Branch, Mr. Barry McCrea, is seen here presenting the Institute's Annual Award for 1963/64 to the British Trade Commissioner in Queensland, Mr. Norman Pinch. Looking on are Mr. Noel de Mestre, Secretary of the Queensland Branch and (right) Mr. Peter Holmes, Assistant British Trade Commissioner.

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date last published	Date next published
Europe	*This issue*	*Mar. 5*
United Kingdom ...	*Nov. 6*	*Feb. 5*
Outside Europe ...	*Oct. 2*	*Jan. 1*

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.1. (Tel. Abbey 7877, Ext. 3557, Germany and Scandinavia: 2783, France Italy, Benelux, Switzerland, Austria, Finland, Irish Republic, Greece, Turkey and Middle East: 3558, United Kingdom and Rest of the World) will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

* *indicates event which is held annually at approximately the time stated.*

† *indicates event which is held alternate years at approximately the time stated.*

Additions to Classified Lists

The fairs and exhibitions given below are additions to the full lists published in the *Board of Trade Journal* on November 6, and October 2 respectively.

UNITED KINGDOM

Addition:

LONDON: FOOTWEAR COMPONENTS EXHIBITION — May 25-27, 1965, at Washington Hotel, W.1.
* Apply, R. G. Bowey, Esq., 6 Pembroke House, Upperton Road, Eastbourne, Sussex.

OUTSIDE EUROPE

Addition:

TEL-AVIV: HOUSE AND HOME EXHIBITION FOR BUILDING CONSTRUCTION AND HOMECRAFTS — June 13-July 3, 1965.
Apply, Yerid Hamizrakh Exhibitions Co. Ltd., P.O.B. 21075, Tel-Aviv.

Bring your biggest briefcase . . .

You'll need it when you come to the 11th International Hardware Trades Fair in London. Last year broke all business records. This year promises to be even better. More exhibitors, more products, more opportunities. And of course you'll want to find out what has been going on in the trade and fill your case with details of profitable new lines. Whether you are buying or thinking of exhibiting make a date now for Olympia, London, February 1st — 5th, 1965.

11th INTERNATIONAL

HARDWARE TRADES FAIR

OLYMPIA · LONDON

February 1st-5th 1965

Universal Exhibitions Limited, 9 Castle Place, High Wycombe, Bucks., England. Telephone: HIGH WYCOMBE 21391-2-3.

TWO NEW IMPORTANT INTERNATIONAL TRADE EVENTS

1965

Giftex

LONDON'S INTERNATIONAL GIFT AND FANCY GOODS EXHIBITION

(TRADE ONLY)

MARCH 8th—12th, 1965
Alexandra Palace, London, N.22.

TRADE ONLY

INTERNATIONAL **DOMESTIC LIGHTING EXHIBITION**

FEBRUARY 8th—12th, 1965
Alexandra Palace, London, N.22.

ENQUIRY FORM

To EXHIBITIONS (London) Ltd.
35, Dover Street, London, W.1.

Dear Sirs, Please send me your Giftex and/or Domestic Lighting Exhibition Folder.

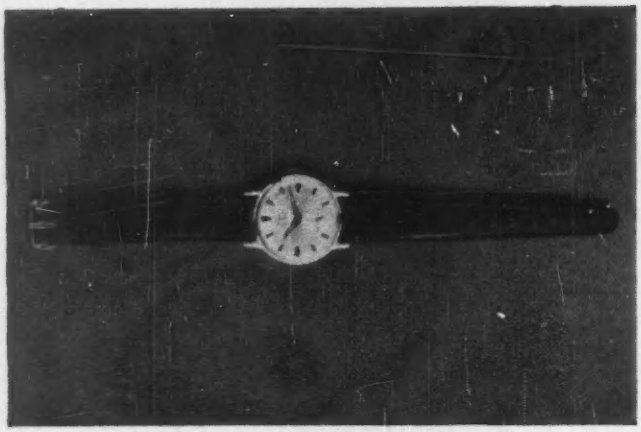
I am interested as an EXHIBITOR/VISITOR

Company .....

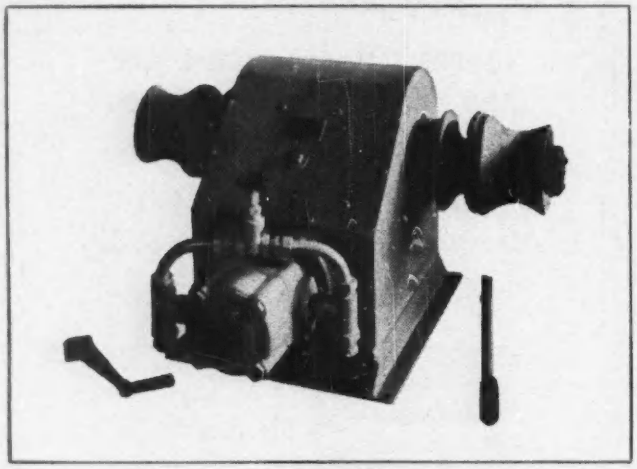
Address .....

Telephone No. .....

B.T.J.



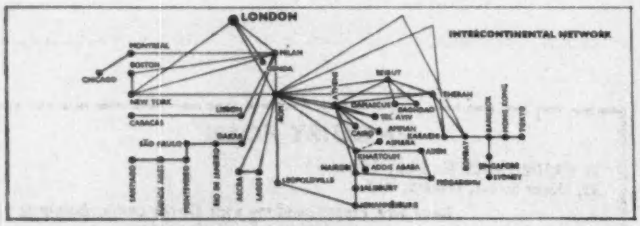
From watches



to winches

Trust Alitalia to give your cargo V.I.P. treatment all the way to New York

Send your cargo Alitalia to New York (or anywhere else on the intercontinental network) and you can sit back happily. You know your freight is in safe hands. Alitalia give everything V.I.P. treatment (V.I.P.=Very Important Package). They treat everything as though it should be wrapped in cottonwool. Their big DC-8 jets and 'all-cargo' planes cover all six continents. This is a *world-wide* airline.

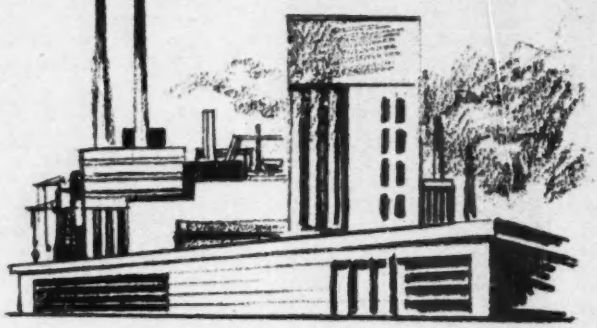


ALITALIA AIRLINES

FIRST IN EUROPE TO OFFER ALL-CARGO DC-8F JET SERVICE

Cargo reservations— LONDON AIRPORT, SKYport 9511, 9228. LONDON 251-259 Regent St., W.1 REGent 8641. MANCHESTER 521 Royal Exchange, 2. Deansgate 2202. GLASGOW 62 Buchanan St., C.1 City 3804. DUBLIN 53 Middle Abbey St. Tel. 49422.

WHO WANTS TO SELL INDUSTRIAL EQUIPMENT?



– Norway buys it

Norway has become a modern industrial country — a well-to-do purchaser of manufacturing machinery. The Norwegians enjoy the second largest import per capita in Europe.

The capital Oslo and the South-Eastern Area make up the bulk of Norway — not only as regards population but especially in living standards, trade turnover and purchasing power. The major part of Norway's manufacturing industry is concentrated in Oslo and the South-East.

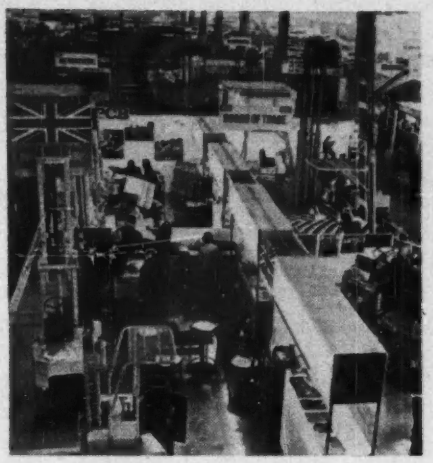
Aftenposten sells for You

In this region Aftenposten, Norway's biggest newspaper, has a dominating position. No less than 73 % of Oslo's inhabitants read Aftenposten — and in all South-Eastern Norway Aftenposten has the most widespread circulation of all newspapers. Since it also reaches the families with the highest buying power it *must* be your advertising medium.

For sales in Norway –

AFTENPOSTEN

Sole representatives in U.K. and Ireland:
JOSHUA B. POWERS LTD.,
27 Cockspur Street, London S.W.1. Tel: WHitehall 6322



The joint venture Board of Trade and Mechanical Handling Association stand at the recent Stockholm Technical Fair. (See Board of Trade Joural, *October* 23, *page* 900). *The stand had a distinctly individual character and aroused much favourable comment.*

architecture, which was visited by some 200,000 people, many of them coming from far afield. A Shakespeare exhibition of books and pictures, stage and film performances, were among other supporting events that helped to present a balanced picture of British life.

Special effort was made to promote British cars, hovercraft and aircraft, particularly the DH 125. This aircraft was put at the Ambassador's disposal during the festival and this, together with demonstration flights, provided much useful publicity. Hovercraft demonstrations at the Houston Yacht Club aroused keen interest by several important companies. British cars were publicised not only at the Houston Fair but also in a sports car event and in road races attended by some 25,000 people – the first of their kind in Texas. A fleet of Rolls Royce cars in which important visitors were carried from place to place aroused enthusiasm throughout the city.

In all, this has been a worthwhile promotion that has resulted in stimulated interest in British goods throughout the great potential markets of the South Western States.

Other successful British store promotions in the US

Further proof of the value of the series of British Festivals, centred around major department stores, which have been held in various cities throughout the United States during the last four years, comes from Hartford, Connecticut, and from Los Angeles. These promotions are arranged by the stores with the assistance of the official commercial services and by the Board of Trade.

$750,000 worth of British goods in excess of normal imports was purchased by G. Fox and Co., principal department store in Hartford, for their recent British sales promotion, the centre of a two week British Festival which was opened by the British Ambassador, Lord Harlech. According to the store's Vice-President, this event 'generated more business in British merchandise than at any other period' and created an 'unparalleled impact of goodwill that was reflected in extensive publicity given by the local press'.

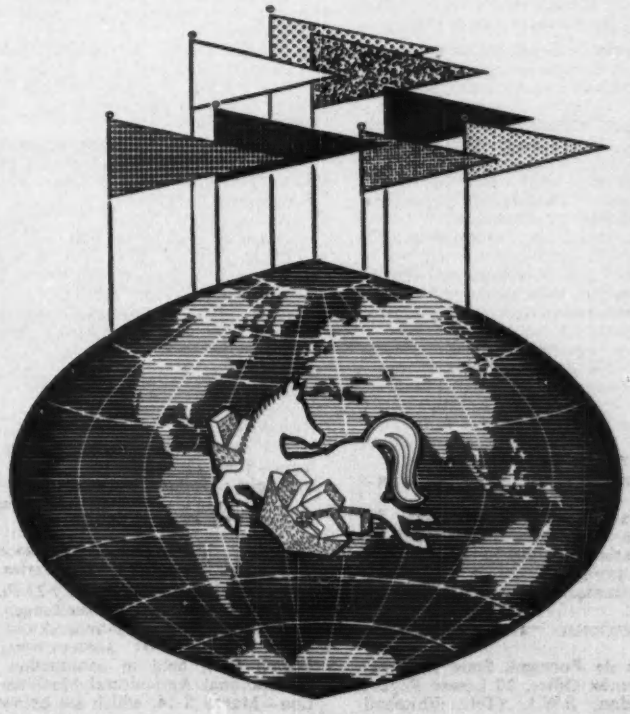
Special displays and exhibits on United Kingdom themes throughout the Fox store provided a strong British background for the merchandise, which was particularly well represented in the men's and women's ready-to-wear departments, backed by a fashion show of clothes from leading British houses. British woollen goods, crystal, china and silver, all aroused much interest. British products were also prominent in a recently developed 'gourmet' food section of this store.

Supporting events included a show of British sports cars, held on the Constitution Plaza, an excellent site in the centre of the new mid-town area; visits by the Town Crier of Kirkham, Lancs. and two policemen from Hertford, England; exhibitions of paintings and of historic links between Britain and Connecticut; performances of 'Beyond the Fringe' and 'Elizabeth of England' etc.

Reports from Los Angeles, where a British Menswear promotion was held at the J. W. Robinson store, say that purchases from the United Kingdom this year show an increase of 15 per cent compared to last, and orders have been placed with four new manufacturers. During the promotion itself sales in the menswear department have substantially increased and at least ten items have been re-ordered. This promotion was held in all five branches of the store, priority being given to that in the centre of the town and also to the branch in West Los Angeles (Beverley Hills). Robinson's are waiting to see the results of the Christmas season, when British goods are expected to move rapidly, before determining on the size of their purchases from Britain for next year, when it is thought probable that the store will stage another promotion.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.*2. (*Monarch* 6699). *The department has* 16 *local offices in various parts of the United Kingdom. A list was given on page xx of June* 12 *issue.*



16th INTERNATIONAL

GIFTS FAIR 1965

BLACKPOOL · ENGLAND

FEBRUARY 1st. to 5th.

MONDAY–THURSDAY 9 A.M.–6·30 P.M.

FRIDAY 9 A.M.–12 NOON

Full Information from TRADE PROMOTION SERVICES LTD., ST. DUNSTAN'S HOUSE, CAREY LANE, LONDON, EC2 TEL: MONarch 8391

European trade fairs and exhibitions

1965 : General

FRANKFURT: INTERNATIONAL TRADE FAIR (SPRING) – February 21-25.
* Apply LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

LEIPZIG: INTERNATIONAL SPRING FAIR – February 28-March 9.
* Apply, Leipzig Fair Agency in Great Britain, 39 St. James's Place, London, S.W.1. (Tel. Hyde Park 3111).

CAGLIARI: SARDINIAN INTERNATIONAL SAMPLES FAIR – March 6-21.
* Apply, The President, Fiera Internazionale della Sardegna Quartiere Fieristico Viale A Diaz, Cagliari. (Telephone No. 52.854)

UTRECHT: INTERNATIONAL SPRING TRADE FAIR (incorporating Building and Mechanical Handling Exhibition) – March 8-16.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

VIENNA: INTERNATIONAL SPRING TRADE FAIR – March 14-21.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. (Tel. Knightsbridge 6938).

LYONS: INTERNATIONAL TRADE FAIR – March 20-29.
* Apply, Robert Brandon and Partners Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

METZ: INTERNATIONAL SPRING TRADE FAIR (EXPOMETZ) – April 1-11.
Apply, Mrs. Muriel C. Black, London office of the Metz Fair, 47 Nottingham Place, London, W.1. (Tel. Welbeck 9759).

MILAN: INTERNATIONAL SAMPLES FAIR – April 14-25.
* Apply, Dr. V. Schiazzano, Italian Chamber of Commerce for Great Britain and Commonwealth, 31 Old Burlington Street, London, W.1. (Tel. Regent 2411).

ZAGREB: INTERNATIONAL SPRING FAIR – April 17-25.
* Apply Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

HANOVER: HANOVER FAIR – April 24-May 2.
* Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.3. (Tel. Metropolitan 9711).

BASLE: SWISS INDUSTRIES FAIR – April 24-May 4.
* Apply, The Swiss Embassy, 18 Montagu Place, Bryanston Square, London, W.1. (Tel: Paddington 0701).

LILLE: INTERNATIONAL TRADE FAIR – April 24-May 9.
* Apply, Weigel Leygonie and Company Ltd., P.O. Box No. 275, 31/32 King Street, London, W.C.2. (Tel. Temple Bar 4825/9 or 4853/5).

BRUSSELS: INTERNATIONAL TRADE FAIR – April 30-May 9.
* Apply, Belgian Railways, Belgium House, 167 Regent Street, London, W.1. (Tel. Regent 1491).

VALENCIA: INTERNATIONAL SAMPLES FAIR – May 1-15.
* Apply, Feria Muestraria Internacional de Valencia, Llano del Real 2, Valencia, Spain.

GOTHENBURG: SWEDISH TRADE FAIR (SVENSKA MASSAN) – May 7-15.
* Apply, John E. Buck (Trade Fair Agencies) Ltd., 47 Brewer Street, London, W.1. (Tel. Gerrard 7576).

SAARBRUCKEN: 16TH INTERNATIONAL SAAR FAIR – May 8-16.

Arriving at London Airport on November 23 after more than four weeks in Peking, Mr. C. F. Harris (left) sales manager of John Thompson (Wolverhampton) Ltd. and Mr. H. S. Bloomer, sales director of John Thompson Watertube Boilers Ltd. They had been doing business at a John Thompson Group Stand at the British Trade Fair in Peking.

* Apply, Saarmesse Saarlandischer Gestaltungskreis am Schanzenberg, Saarbrucken.

PARIS: INTERNATIONAL TRADE FAIR – May 19-31.
* Apply, French Chamber of Commerce, Park House, 24 Rutland Gate, London, W.1. (Tel. Knightsbridge 9620).

BUDAPEST: INDUSTRIAL FAIR – May 21-31.
* Apply, Hungarian Chamber of Commerce, Rosenberg H.P.U. 17., Budapest V.

PALERMO: MEDITERRANEAN FAIR – May 22-June 6.
Apply, Fiera del Mediterraneo, Piazza Generale, Cascino, Palermo.

LUXEMBOURG: INTERNATIONAL TRADE FAIR – May 27-June 6.
* Apply, Foire Internationale de Luxembourg, Halls d'Exposition, Luxembourg.

PADUA: INTERNATIONAL SAMPLES FAIR – May 31-June 13.
Apply: Fairs and Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153/5).

BARCELONA: INTERNATIONAL SAMPLES FAIR – June 1-15.
* Apply, Feria Oficial E International De Muestras En Barcelonas Palacio No. 1, Avenida, Maria Christina Barcelona.

MALMO: INTERNATIONAL TRADE FAIR – June 4-13.
Apply, Skanemassan, Kansli, Stadiongatan 25, Malmo.

LISBON: INTERNATIONAL TRADE FAIR – June 9-23.
* Apply, Casa de Portugal, State Information and Tourist Office, 20 Lower Regent Street, London, S.W.1. (Tel. Whitehall 2455).

POZNAN: 34TH INTERNATIONAL FAIR – June 13-27.
* Apply, Official Forwarding Agents, P.S.A. Transport Ltd., 70 Old Broad Street, London, E.C.2. (Tel. Avenue 2424).

BORDEAUX: INTERNATIONAL FAIR – June 17-28.
* Apply, Administration de la Foire Internationale, 12 Place de la Bourse, Bordeaux.

FRANKFURT: INTERNATIONAL TRADE FAIR (AUTUMN) – August 30-September 3.
Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

STRASBOURG: INTERNATIONAL TRADE FAIR – September 2-13.
* Apply, Organizing Committee, 9 rue Brulée, Strasbourg.

ZAGREB: INTERNATIONAL AUTUMN FAIR – September 4-19.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

LEIPZIG: INTERNATIONAL AUTUMN FAIR – September 5-12.
* Apply, Leipzig Fair Agency in Great Britain, 39 St. James's Place, London, S.W.1. (Tel. Hyde Park 3111).

BRNO: INTERNATIONAL TRADE FAIR – September 12-26.
* Apply, Fairs and Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153/5).

UTRECHT: INTERNATIONAL AUTUMN TRADE FAIR – September 6-14.
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

VIENNA: INTERNATIONAL AUTUMN TRADE FAIR – September 12-19.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. (Tel. Knightsbridge 6938).

MARSEILLES: INTERNATIONAL FAIR – September 23-October 4.
* Apply, Butlers Advertising Service, Fenwick House, 292 High Holborn, London, W.C.1. (Tel. Chancery 4224/5).

BERLIN: GERMAN INDUSTRIES FAIR – September 25-October 10.
* Apply, Berliner Ausstellungen, Hammarskjold Platz 1-7, 1 Berlin 19.

METZ: INTERNATIONAL AUTUMN TRADE FAIR – September 29-October 10.
* Apply, Mrs. Muriel C. Black, London Office of the Metz Fair, 47 Nottingham Place, London, W.1. (Tel. Welbeck 9759).

COPENHAGEN: INTERNATIONAL TRADE FAIR (CONSUMER GOODS) – October 15-24.
Apply, Fair Secretariat Copenhagen Trade Fair 1965, 2 Trommesalen Copenhagen V. (Tel. Byen 9787).

1965 : Specialized

Aeronautical

PARIS: INTERNATIONAL AERONAUTICAL EXHIBITION – June 11-20.
* Apply, Union Syndicale des Industries Aeronautiques et Spatiales, 6 rue Galilee, Paris 16e. (Tel. 553-89-10).

Agriculture, Agricultural Machinery, Dairy Industries, Livestock and Fisheries

BERLIN: GREEN WEEK – January 29-February 7.
* Apply, Berliner Ausstellungen, Berlin-Charlottenberg, 9 Hammarskjoid Platz 1-7.

PARIS: INTERNATIONAL AGRICULTURAL SHOW – March 5-14, held in conjunction with the International Agricultural Machinery Exhibition – March 8-14, which see below.

PARIS: INTERNATIONAL AGRICULTURAL MACHINERY EXHIBITION – March 8-14.
† Apply, Salon International de la Machine Agricole, 95 Rue Saint Lazare, Paris 9e.

VERONA: INTERNATIONAL AGRICULTURAL AND ANIMAL FARMING FAIR – March 14-22.
* Apply, Secretary General, International Agricultural Fair, Palazzo del Pallone, Verona.

NOVI SAD: 32ND INTERNATIONAL AGRICULTURAL FAIR – May 8-18.
* Apply, Novosadski Sajam, Hajduk, Veljkoya 11, Novi Sad.

MADRID: INTERNATIONAL AGRICULTURAL FAIR (FERIA DEL CAMPO) – May 21-June 21.
Apply, Spanish Embassy, Commercial Department, 3 Hans Crescent, London, S.W.1. (Tel. Kensington 4891).

JONKOPING: 5TH EUROPEAN AGRICULTURAL AND INDUSTRIAL FAIR (ELMIA) – June 3-13.
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, S.W.1. (Tel. Hunter 1951).

TRONDHEIM: 2ND OFFICIAL FISHERIES FAIR – August 19-29.
Apply, P.O. Box 130, Skoyen, Oslo, Norway.

Building, Public Works

VERONA: INTERNATIONAL EXHIBITION OF EARTH MOVING AND BUILDING MACHINERY (SAMO) – February 3-8.
* Apply, Ente Autonomo per le Fiere di Verona, Casella Postale 199, Vialedel Lavoro, Verona.

BRUSSELS: BUILDING MATERIALS AND ACCESSORIES EXHIBITION (BATIMENT) – January 30-February 7.
* Apply, The Building Exhibition, 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

BASLE: INTERNATIONAL WATER AND SEWAGE PURIFICATION – March 1-7.
Apply, Dr. E. M. Bammalter, Pro Aqua Ltd., Basle 21.

UTRECHT: BUILDING AND TRANSPORT FAIR – March 8-16.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

MUNICH: INTERNATIONAL EXHIBITION OF BUILDING MACHINERY (BAUMA). March 13-21.
* Apply, The Building Exhibition, 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

PARIS: 11TH INTERNATIONAL MECHANICAL HANDLING EXHIBITION INCLUDING THE 2ND HYDRAULICS AND COMPRESSED AIR EXHIBITION – May 18-27.
* Apply, Commissaire General, Salon de la Manutention, 40 Rue du Colisee, Paris 8e. (Tel. Sab 77-50).

COLOGNE: INTERNATIONAL FAIR OF ACCESSORIES AND MATERIALS FOR WOODWORKING, FURNITURE, UPHOLSTERED FURNITURE AND MATTRESSES, HOUSE, SHIP AND VEHICLE BUILDING AND FOR LIGHT CONSTRUCTIONAL WORK – June 24-27.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

PARIS: INTERNATIONAL BUILDING EXHIBITION (BATIMAT) – November 18-28.
* Apply, Mr. Le Prince, Salon International de la Construction et de l'Equipment, 1 Avenue Niel, Paris.

Capital Goods, Engineering, Machinery

LYONS: INTERNATIONAL WOODWORKING MACHINERY EXHIBITION – March 20-29.
† Apply, Commissariat General, Comite Intersyndical Expobois, 150 Boulevard Bineau, Neuilly-Sur-Seine. (Tel. LEC 99.09).

DUSSELDORF: CLEAN AIR EXHIBITION – April 5-9.
Apply, John Buck (Trade Fair Agencies) Ltd., 47 Brewer Street. Piccadilly, London, W.1. (Tel. Gerrard 7576).

BELGRADE: 9TH INTERNATIONAL TECHNICAL FAIR – May 24-June 2.
* Apply, Beogradski Sajam Bulevar Vojvode Misica 14, Belgrade.

TURIN: INTERNATIONAL TECHNICAL EXHIBITION – September 23-October 6.
Apply, Salone Internazionale della Tecnica, Corso Massimo d'Azeglio 15, Turin.

STOCKHOLM: TECHNICAL FAIR – October 1-7.
* Apply, Trade Fairs and Promotions Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

UTRECHT: INTERNATIONAL TRADE FAIR FOR MACHINERY, APPARATUS AND INSTRUMENTS FOR CHEMICAL, FOODSTUFF AND BEVERAGE INDUSTRIES (MACHEVO) – October 13-20.
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

Caravans

PARIS: CARAVAN EXHIBITION – January 7-17.
* Apply, Spodex, 149 Rue Saint-Honore, Paris 1.

Chemicals, Hospital Equipment, etc.

ZURICH: INTERNATIONAL TRADE FAIR FOR MEDICAL AND HOSPITAL EQUIPMENT – March 18-22.
* Apply, Arbeitsgemeinschaft fur Fachmessen, Plattenstrasse 44, Zurich 7/32.

PARIS: 7TH INTERNATIONAL CHEMICAL INDUSTRIES (RUBBER AND PLASTICS) EXHIBITION – April 21-May 2.
* Apply, Butler's Advertising Service Ltd., Fenwick House, 292 High Holborn, London, W.C.1. (Tel. Chancery 4224/5).

COPENHAGEN: INTERNATIONAL HOSPITAL EXHIBITION – May 11-16.
Apply, The Exhibition Secretariat, Fyens Forum, Odense, Denmark.

BERLIN: PHARMACEUTICAL AND MEDICAL-TECHNICAL EXHIBITION – May 22-25.
Apply, Dr. H. W. Schröeder, Kongressgesellschaft Für Arztliche Fortbildung e.V., 1 Berlin 41, Klingsorstrasse 21.

BERLIN: SOAP FAIR – August 28-31.
* Apply, Berlin Ausstellungen, 1 Berlin 19 (Charlottenburg) Messe-Damm 22. (Tel. 30391).

MOSCOW: INTERNATIONAL EXHIBITION OF CHEMISTRY IN INDUSTRY, CONSTRUCTION AND AGRICULTURE – September 11-26.
Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

Electrical, Radio, Television, Electronics and Telecommunications

PARIS: INTERNATIONAL FESTIVAL OF SOUND – March 11-16.
* Apply, Commissaire Général, 16 rue de Presles, Paris 15e. (Tel. 273-24-70).

PARIS: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS – April 8-13.
* Apply, Federation Nationale des Industries Electroniques, 16 rue de Presles, Paris 15e.

ROME: INTERNATIONAL EXHIBITION OF ELECTRONICS, NUCLEAR ENERGY AND TELEVISION, RADIO AND CINEMATOGRAPHY – June 18-29.
* Apply, Rassegna Internazionale Electronica Nucleare e Teleradicine Matografica, Via Crescenzio No. 9, Rome.

BASLE: INTERNATIONAL EXHIBITION OF INDUSTRIAL ELECTRONICS (INEL) – September 7-11.
† Apply, Exhibition Management, Swiss Industries Fair, 61 Clarastrasse, 4000 Basle.

PARIS: INTERNATIONAL RADIO AND TELEVISION EXHIBITION – September 9-19.
Apply: Commissaire Général, 16 rue de Presles, Paris 15e. (Tel. 273-24-70).

AMSTERDAM: RADIO AND TELEVISION EXHIBITION (FIRATO) – September 16-26.
Apply, R. A. J. Gebouw, Europaplein 8, Amsterdam.

GENOA: INTERNATIONAL FAIR OF MARITIME COMMUNICATIONS AND TELECOMMUNICATIONS (INTERCOM) AND INTERNATIONAL AERONAUTICAL SALON – October 6-17.
Apply, Admiral A. L. P. Mark-Wardlaw, Loseberry Enterprises Ltd., Loseberry, Claygate, Surrey. (Tel. Esher 2882.)

DUSSELDORF: INTERNATIONAL CONGRESS AND EXHIBITION OF MEASURING INSTRUMENTATION AND AUTOMATION (INTERKAMA) – October 13-19.
Apply, John Buck (Trade Fair Agencies) Ltd., 47 Brewer Street, London, W.1. (Tel. Gerrard 7576).

Foodstuffs, Hotel and Catering

AMSTERDAM: INTERNATIONAL HOTEL, CAFE AND RESTAURANT EXHIBITION (HORECAVA) – January 11-14.
* Apply, R.A.I. Gebouw N.V., International Tentoonstelling Scentrum, Europaplein 8, Amsterdam.

BRUSSELS: INTERNATIONAL CHOCOLATE, BISCUIT AND CONFECTIONERY EXHIBITION – February 13-21.
† Apply, Salon International Chobisco, 206 Rue de Brabant, Brussels 3. (Tel. Brussels 18.67.24).

PARIS: INTERNATIONAL CONFECTIONERY EXHIBITION (INTERSUC) – September 12-15.
* Apply, John Buck (Trade Fair Agencies Ltd.), 47 Brewer Street, London, W.1. (Tel. Gerrard 7576).

COLOGNE: GENERAL EXHIBITION OF FINE FOODS, VICTUALS AND PROVISIONS (ANUGA) – September 25-October 3.
† Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

PARIS: INTERNATIONAL HOTEL AND CATERING EQUIPMENT EXHIBITION, EQUIP' HOTEL – October 14-25.
* Apply, 15, Rue de Liege, Paris 9. (Tel. TR 155.11).

DIJON: FOIRE GASTRONOMIQUE (NATIONAL FOOD, WINES AND GASTRONOMY EXHIBITION) – October 29-November 11).
Apply, Palais des Expositions, Boulevard de Champagne, Dijon.

Fur

PARIS: INTERNATIONAL FUR TRADE EXHIBITION – April 8-12.
* Apply, M. Lebel, 36 Avenue de l'Opera, Paris, 1er. (Tel. ELY 58.27).

FRANKFURT: INTERNATIONAL FUR FAIR – April 28-May 2.
* Apply, Frankfurter Rauchwaren-Messe GmbH, 6 Frankfurt Am Main, Borse. (Tel. 28-41-40).

Furniture, Home, Household

FRANKFURT: INTERNATIONAL TRADE FAIR FOR PERAMBULATORS, BABY GOODS, CHILDREN'S FURNITURE AND BASKETWARE – January 8-10.
* Apply, Messe-und Ausstellung GmbH, 6 Frankfurt am Main.

PARIS: INTERNATIONAL FURNITURE FAIR – January 22-27.
Apply, Commissariat General, Salon de Meuble et des Industries de l'Ameublement, 22 Avenue Franklin Roosevelt, Paris 8e.

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE – February 18-21.
Apply, Du Mont Publicity Co. Ltd., 18, Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

PARIS: DOMESTIC ARTS EXHIBITION (ARTS MENAGERS) – March 1-21.
Apply, Commissariat General du Salon des Arts Menagers, Palais de la Defense, 15 Avenue de la Division-Leclerc, Puteaux (Seine). (Tel. Sab 16.40).

LYONS: INTERNATIONAL EXHIBITION OF IRONMONGERY, TOOLS, HOUSEHOLD EQUIPMENT AND HEATING – March 20-29.
* Apply, M. le President, Palais de la Foire, Lyon (Tel. 24.29.61).

AMSTERDAM: HOUSEHOLD FAIR (HUISHOUDBEURS) – April 2-11.
Apply, C.E.S. (Overseas) Ltd., 5 New Bridge Street, London, E.C.4.

(*Continued on next page*)

PARIS: SALON INTERNATIONAL DES INDUSTRIES ET ARTS DU FEU (GLASSWARE, CHINA AND POTTERY) – June 19-25.
* Apply, Commissaire General, 32 rue de Paradis, Paris 10(e). (Tel. PRO. 76.02).

HAUGESUND: THE NORTH SEA FAIR – July 28-August 12.
Apply, The Travel Association of Haugesund, P.O.B., 261, Haugesund, Norway.

LILLE: HOME COMFORT AND CHILDREN EXHIBITION – October 31-November 11.
Apply, Commissaire General, Palais de la Foire, Lille.

BASLE: INTERNATIONAL HARDWARE AND IRONMONGERY FAIR (INTERFEREX) – August 29-31.
Apply, Denis G. Love Esq., International Marketing Advertising Design Group, 18 Swakeleys Drive, Ickenham, Middlesex. (Tel. Uxbridge 4891).

PARIS: CHILDHOOD, YOUTH AND FAMILY EXHIBITION – October 31-November 14.
* Apply, Commissaire General, 23 Avenue Carnot, Paris, 17e. (Tel. ETO. 73.41).

UTRECHT: FURNITURE AND FURNISHING FABRICS TRADE FAIR – November 8-13.
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

Handicrafts

PARIS: EXHIBITION OF ARTISTIC WORKSHOPS – January 17-25.
* Apply, Salon Commercial et Professionnel des Ateliers d'Arts, 13 rue des Petites-Ecuries, Paris 10. (Tel. PRO. 81.15).

MUNICH: INTERNATIONAL HANDICRAFTS AND SUPPLIER INDUSTRIES FAIR – March 18-28.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

FLORENCE: INTERNATIONAL HANDICRAFTS FAIR – April 24-May 9.
* Apply, Mostra-Mercato, Nazionale dell Artigianto, Piazzo della Liberta 1, Florence.

PARIS: EXHIBITION OF ARTISTIC WORKSHOPS – June 20-28.
Apply, Salon Commercial et Professionnel des Ateliers d'Arts, 13 rue des Petites-Ecuries, Paris 10. (Tel. PRO 81.15).

Heating and Ventilating, etc.

FRANKFURT: INTERNATIONAL TRADE EXHIBITION OF SANITARY AND HEATING TECHNIQUES – March 28-April 4.
Apply: LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

HELSINKI: HEATING, PLUMBING AND AIR CONDITIONING EQUIPMENT FAIR – April 7-11.
Apply, Finnish Fairs Ltd. (Suomen Messut), Messuhalli, Helsinki.

STUTTGART: INTERNATIONAL TRADE FAIR FOR OIL AND GAS FIRING – April 7-11.
* Apply, C.E.S. (Overseas) Ltd., 5 New Bridge Street, London, E.C.4.

Horticulture

BRUSSELS: INTERNATIONAL GARDEN SHOW – February 27-March 7.
* Apply, Commissaire Général, The Garden Information Centre, 14 Rue Ruquesnoy, Brussels, 1.

Laundry

PARIS: INTERNATIONAL LAUNDRY, DYEING AND CLEANING EXHIBITION – November 5-15.
† Apply, 126 due de Picpus, Paris 12e. (Tel. 307-98-75).

Leather, Footwear

PARIS: FANCY LEATHER AND TRAVEL GOODS FAIR – January 17-22.
* Apply, Salon de la Maroquinerie et Articles de Voyage, 6, Rue Beranger, Paris, 3 e.

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR – February 20-25.
* Apply, Offenbacher Messe Gesellschaft m.b.H. 605 Offenbach/M.1. Kaisers.rasse 108 112, Postfach 32.

PARIS: FANCY LEATHER AND TRAVEL GOODS FAIR – June 20-25.
* Apply, Salon de la Maroquinerie et Articles de Voyage, 6, Rue Beranger, Paris, 3 e.

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR – August 28-September 2.
* Apply, Offenbacher Messe Gesellschaft m.b.H. 605 Offenbach/M.1, Kaiserstrasse 108 112, Postfach 32.

PARIS: INTERNATIONAL LEATHER WEEK – September 10-15.
* Apply, The Secretary, Conseil National du Cuir, 2, Rue Edouard VII, Paris, 9e. (Tel. Ope 68.60).

Machine Tools, etc.

ESSEN: WELDING AND CUTTING EXHIBITION – September 25-October 3.
Apply, Geneinnutzige Ausstellungs GmbH, 2 Norbert Strasse, Essen.

Motor Cars, Motor Cycles, Cycles

AMSTERDAM: CYCLE AMD MOTOR CYCLE EXHIBITION – February 18-28.
Apply, R.A.I. (Netherlands Association of the Cycle and Automobile Industry), Europaplein 8, Amsterdam.

COPENHAGEN: INTERNATIONAL EXHIBITION FOR AUTO REPAIR WORKSHOP EQUIPMENT (AURA) –February 19-28.
Apply, Udstillingshallen Forum A/S Julius Thomsens Plads, Copenhagen V.

ZURICH: INTERNATIONAL CYCLE AND MOTOR CYCLE EXHIBITION – February 25-March 2.
Apply, Genossenschaft Zürcher Spezial-Ausstellungen, Geschäftsstelle Nordstrasse 20, Zurich 6.

GENEVA: INTERNATIONAL MOTOR EXHIBITION – May 11-21.
Apply, Salon International de l'Automobile, 5, rue Jacques-Balmat, Geneva.

FRANKFURT: INTERNATIONAL MOTOR EXHIBITION – September 16-26.
* Apply, Verband Der Automobilindustrie ev Post Box 725347 Westendstrasse 61, Frankfurt-am-Main 16.

PARIS: INTERNATIONAL MOTOR CAR, CYCLE, MOTOR CYCLE AND SPORTS EXHIBITION – October 7-17.
* Apply, R. C. Liebman, 178 Fleet Street, London, E.C.4. (Tel. City 5889).

Nautical

PARIS: INTERNATIONAL NAUTICAL EXHIBITION – January 7-17.
To be held in conjunction with Salon de la Navigation de Plaisance – which (see below).

PARIS: SALON DE LA NAVIGATION DE PLAISANCE – January 7-17.
* Apply, Robert Brandon Partners Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

HAMBURG: BOAT SHOW – January 21-26.
* Apply, Janten un Blomen Ausstellungspark der Freien und Hansestadt, Hamburg, Am Dammtor, Hamburg 36.

GENOA: INTERNATIONAL BOAT SHOW – February 6-21.
Apply, Admiral A. L. P. Mark-Wardlaw, Loseberry Enterprises Ltd., Loseberry, Claygate, Surrey. (Tel. Esher 2882).

GOTHENBURG: SWEDISH BOAT SHOW – February 11-21.
Apply, A.B. Interexpo, Stampgaten 38, Gothenburg C.

BERLIN: INTERNATIONAL BOAT SHOW AND AQUATIC EXHIBITION – February 26-March 7.
Apply, Admiral A. L. P. Mark Wardlaw, Loseberry Enterprises Ltd., Loseberry, Claygate, Surrey. (Tel. Esher 2882).

STOCKHOLM: INTERNATIONAL BOAT SHOW – March 17-28.
Apply, Allt Fur Sjon, Storangsvagen 18, Stockholm.

OSLO: INTERNATIONAL SHIPPING EXHIBITION – May 14-30.
Apply, Norges Varemesse P.B. 130, Skoyen, Norway.

PARIS: SALON NAUTIQUE DE PLAISANCE (PLEASURE BOATING) – May 18-31.
* Apply, Robert Brandon & Partners Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

Packaging

COPENHAGEN: INTERNATIONAL PACKAGING FAIR (NORD PACK) – April 23-May 2.
Apply, U.F.E.S.A.S., Blaagaardsgade, 17, Copenhagen N.

MILAN: INTERNATIONAL PACKAGING, MECHANICAL HANDLING INDUSTRIAL MACHINES AND FOOD PROCESSING EXHIBITION IPACK-IMA – September 11-17.
Apply, IPACK-IMA Exhibition, Via Gian Giacomo Mora 13, Milan.

Plastics

OYONNAX: INTERNATIONAL PLASTICS EXHIBITION – May 26-June 1.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

Printing, Stationery, Office Machinery

BOLOGNA: INTERNATIONAL BOOK FAIR FOR CHILDREN AND YOUTH – April 10-14.
Apply, Ente Antonomo per le Fiere di Bologna, Fiera Internazionale del Libro per l'Infanzia et la Gioventu', Bologna.

PARIS: INTERNATIONAL PAPER, PRINTING AND ALLIED TRADES EQUIPMENT EXHIBITION – June 18-27.
Apply, Commissariat General du Salon des Techniques Papetieres et Graphiques, 40 Rue du Colisee, Paris, 8 eme.

MILAN: ITALIAN OFFICE MACHINERY AND EQUIPMENT EXHIBITION (SMAU) – September 24-October 2.
Apply, Associazione Nazionale Commercianti Macchine e forniture per Ufficio, Piazza Belgioloso 1, Milan.

PARIS: INTERNATIONAL BUSINESS MACHINES AND OFFICE EQUIPMENT EXHIBITION (SICOB), – October 14-23.
* Apply, Salon de l'Equipement de Bureau, 6, Place de Valois, Paris, 1 er. (Tel. Central 99.40).

Shop Equipment

PARIS: INTERNATIONAL RETAIL TRADES EQUIPMENT SHOW – October 2-11.
* Apply, Salon de l'Equipment des Commerce, 42 due du Louvre, Paris 1 er.

Sports

WIESBADEN: INTERNATIONAL SPORTS GOODS FAIR – March 21-23.
* Apply, Internationale Sportarlikelmesse, 62 Wiesbaden, Postfach 2034.

GRENOBLE: INTERNATIONAL WINTER SPORTS EXHIBITION – March 28-April 1.
* Apply, Salon Internationale des Sports d'Hiver 1, Place Jacqueline-Marval, Grenoble.

PARIS: OPEN AIR CAMPING AND SPORTS EXHIBITION – April 17-May 2.
* Apply, 60 rue de la Victoire, Paris 9 es. (Tel. 874-61-98).

PARIS: SALON INTERNATIONALE DE LA NATURE (HUNTING AND FISHING) – May 19-31.
† Apply, M. Lemoine, 23, rue Notre-Dames-des-Victoires, Paris 2 e. (Tel. 488-39-20).

ANCONA: INTERNATIONAL FISHING AND NAUTICAL SPORTS FAIR – June 26-July 11.
* Apply, The Italian Institute for Foreign Trade, 31, Old Burlington Street, London, W.1. (Tel. Regent 2411).

(Continued on next page)

PARIS: INTERNATIONAL PROFESSIONAL OPEN AIR EQUIPMENT AND FISHING EXHIBITON – October 23-26.
* Apply, Spodex, 149, Rue St. Honore, Paris, 1.

COLOGNE: INTERNATIONAL TRADE FAIR OF SPORTS GOODS AND CAMPING EQUIPMENT – October 24-26.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

Textiles

COLOGNE: INTERNATIONAL MILLINERY EXHIBITION (IFADA) – January 4-8.
* Apply, Fachverband der Hutindustrie E.V., Schildergasse 41-45, Cologne 4.

PARIS: EUROPEAN SHOW FOR MEN'S CLOTHING – February 14-16.
* Apply, Commissaire General, 8 Rue de Richelieu, Paris, 1 er. (Tel. Ric 58.70).

TURIN: INTERNATIONAL CLOTHING EXHIBITION MART (S.A.M.I.A.) – February 16-21.
* Apply, Mrs. Ruth Stewart, 12 Montagu Mansions, York Street, London, W.1. (Tel. Hunter 4100).

BERLIN: FASHION WEEK – March 8-17.
* Apply, Industrie-Und Handkelskammer Zu Berlin, Hardenbergstrasse 16-18 1 Berlin 12.

DUSSELDORF: FASHION AND SALES WEEK (IGEDO) – March 21-24.
* Apply, John Buck (Trade Fair Agencies) Ltd., 47 Brewer Street, London, W.1. (Tel. Gerrard 7576).

BERLIN: FASHION WEEK – April 21-30.
* Apply, Industrie-Und Handelskammer Zu Berlin, Hardenbergstrasse 16-18 1 Berlin 12.

COLOGNE: INTERNATIONAL BABIES AND CHILDREN'S FAIR – April 23-25.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

PARIS: INTERNATIONAL EXHIBITON OF WOMEN'S READY-TO-WEAR CLOTHING – April 24-29.
* Apply, Salon International du Prêt-à-Porter Feminin, 23, rue Notre Dame-des-Victoires, Paris.

DUSSELDORF: FASHION AND SALES WEEK (IGEDO) – May 2-6.
Apply, John Buck (Trade Fair Agencies) Ltd., 47 Brewer Street, London, W.1. (Tel. Gerrard 7576).

PARIS: INTERNATIONAL TEXTILE TRADE FAIR – May 22-25.
* Apply, M. Catin, 10 rue D'Anjou, Paris 8 e. (Tel. 265-79-23).

FRANKFURT INTERNATIONAL TEXTILE EXHIBITION (INTERSTOFF) – May 25-28.
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

COLOGNE: INTERNATIONAL MEN'S FASHION WEEK – August 27-29.
* Apply, Du Mont Publicity Company Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

BERLIN: FASHION WEEK – September 6-15.
* Apply, Industrie-Und Handelskammer Zu Berlin, Hardenbergstrasse 16-18 1 Berlin 12.

BERLIN: FASHION WEEK – October 11-21.
* Apply, Industrie-Und Handelskammer Zu Berlin, Hardenbergstrasse 16-18 1 Berlin 12.

COLOGNE: INTERNATIONAL FAIR OF LINGERIE, UNDERWEAR AND FOUNDATION GARMENTS – October 14-17.
* Apply, Du Mont Publicity Company Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

PARIS: INTERNATIONAL EXHIBITON OF WOMEN'S READY-TO-WEAR CLOTHING – November 6-11.
* Apply, Salon International du Prêt-à-Porter Feminin, 23, rue Notre Dame-des-Victoires, Paris.

MILAN: INTERNATIONAL MARKET FOR CLOTHING TEXTILES (MITAM) – November 18-21.
Apply, Murray Watson Ltd., 58 Brook Street, London, W.1.

FRANKFURT: INTERNATIONAL TEXTILE EXHIBITION (INTERSTOFF) – November 23-26.
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

Toys

NUREMBURG: INTERNATIONAL TOY FAIR – February 14-19.
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

LYONS: INTERNATIONAL EXHIBITION OF GAMES AND TOYS (SILJOUET) – February 21-27.
Apply, Exhibitions and Trade Fairs Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

COPENHAGEN: INTERNATIONAL EXHIBITION OF TOYS (INTERTOY) – March 26-April 4.
Apply, Armfields Transport Agency Ltd., Armfield House, 1/2 New Street, London, E.C.2. (Tel. Avenue 2161).

Sir Miles Thomas (right) who opened the Foodpack 64 Exhibition at Alexandra Palace on October 13, examines G. and R. Gilbert Ltd.'s new Fyna Flow automatic wrapping machine. This machine, recently on show at Dortmund, is the latest addition to the company's range of automatic wrapping machines exported all over the world.

Transport

MUNICH: INTERNATIONAL EXHIBITION OF TRANSPORT AND COMMUNICATIONS – June 25-October 3.
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.C.1. (Tel. Hunter 1951).

1966 : General

MOSCOW: ALL BRITISH TRADE FAIR – June 17-July 3.
Apply, Industrial & Trade Fairs Ltd., Commonwealth House, 1/19, New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

1966 : Specialized

Agriculture, Agricultural Machinery, Dairy Industries, Livestock and Fisheries

BRUSSELS: INTERNATIONAL AGRICULTURAL WEEK – February 23-20.
† Apply, Secretariat General, 2, Avenue Louis Bertrand, Brussels. (Tel. 15.09.75).

FRANKFURT: INTERNATIONAL AGRICULTURAL SHOW – May 8-15.
† Apply, German Agricultural Society, Zimmerweg 16, Frankfurt am Main.

MUNICH: INTERNATIONAL D L G-SPECIAL EXHIBITION FOR DAIRY TECHNIQUE – July 4-9.
Apply, German Agricultural Society, Zimmerweg 16, Frankfurt am Main.

Chemicals

BASLE: INTERNATIONAL CONGRESS AND EXHIBITION OF LABORATORY, MEASUREMENT AND AUTOMATION TECHNIQUES IN INDUSTRY – October 17-22.
Apply, Schweizer Mustermesse, Basle, 21.

Food

COPENHAGEN: 6TH INTERNATIONAL A.I.D.A. CONGRESS AND EXHIBITION (FOOD) – June 23-July 3.
Apply, General Secretariat, A.I.D.A., Congress, 2, Trommesalen, Copenhagen V.

Photography

COLOGNE: INTERNATIONAL PHOTO AND CINE EXHIBITION – October 1-9.
† Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

PUBLICITY OVERSEAS FOR UK TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official British Commercial Representatives Overseas, who are always anxious to publicise such events.

But Commercial Representatives must receive material on events **well in advance**—*two clear months is a minimum notice—and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Publicity material for Commercial Representatives in more distant countries should be despatched **by air-mail,** *since delivery to some countries by surface mail can take up to two months.*

The Commercial Representatives should be told whether the publicity material sent to them is receiving any separate distribution in the country concerned.

TRADE FAIRS GUIDE

A new edition – the fifth – of the booklet 'Trade Fairs Help Exports – Hints for the Small Exhibitor' has been produced by the Board of Trade for the guidance of small firms contemplating exhibiting overseas for the first time. The booklet explains the purposes of exhibiting and gives guidance on the choice of fairs, the organization of exhibits and on official assistance available to the British exhibitor. It also lists major specialized fairs overseas. Copies can be obtained free of charge from any Board of Trade Regional Office or from Export Promotion and Fairs Branch, Board of Trade, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1. Tel. Abbey 7877, Ext. 2765. (Ref G.D. 1232/63).

Addresses of ECGD Local Offices

The Export Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters to an annual value of £1,100,000,000. Its object is to provide, on a self-supporting basis, the cheapest form of export credit insurance possible.
The Head Office of ECGD is at 59-67 Gresham Street, P.O. Box 272, London, E.C.2. (Tel. Monarch 6699, Ext. 271.) The Department's local offices are as follows:

London (City)
London postal districts E., and E.C. 2 and 3 and the county of Essex.
L. H. Clarke, Marlon House, 71-74 Mark Lane, London, E.C.3. (Tel. Royal 3491. Telex 23164.)

London (North)
London postal districts E.C.1. and N. Counties of Bedford, Cambridge, Huntingdon, Norfolk, Suffolk and North Hertford.
W. D. Partridge, Empire House, St. Martin's-Le-Grand, E.C.1. (Tel. Monarch 4581. Telex 263615.)

London (South)
London postal districts E.C.4., S.E. and S.W. Counties of Hants, Kent, Surrey and Sussex.
R. K. Pearson, 42-46 Weston St., S.E.1. (Tel. Hop 5011. Telex 24812)

London (West End)
London postal districts W.C.1. and 2, N.W. and W. Counties of Berks, Bucks, Middlesex, Oxford and South Herts.
J. A. Dyer, Cunard Building, 15 Regent Street, London, S.W.1. (Tel. Whitehall 9061. Telex 24105.)

Belfast
The six counties of Northern Ireland.
J. J. Brown, 7 Donegall Square West, Belfast. (Tel. Belfast 29428. Telex 74577.)

Birmingham
Counties of Shropshire, Hereford, Worcester, Warwick, Merioneth, Montgomery, Radnor and Staffordshire.
J. A. Bookless, Chamber of Commerce House, Harborne Road, Birmingham, 15. (Tel. Edgbaston 4375. Telex 33132.)

Bradford
The West and North West of the West Riding of Yorkshire (excluding Barnsley, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).
A. C. Elston, Britannia House, Bridge Street, Bradford. (Tel. Bradford 25147. Telex 51161.)

Bristol
Counties of Gloucester, East of the Severn, Wiltshire, Dorset, Somerset, Devon, Cornwall, and the Channel Islands.
J. A. Dorrian, D.F.M., Washington House, Great George Street, Bristol, 1. (Tel. Bristol 22102. Telex 44248.)

Cardiff
Gloucester West of the Severn, Cardigan, Brecon, Pembroke, Carmarthen, Glamorgan and Monmouth.
G. H. Turl, St. David's House, Wood Street, Cardiff. (Tel. 26657. Telex 49284.)

Edinburgh
The counties of Angus, Berwick, Clackmannon, Dumfries, Fife, Kinross, the Lothians, Peebles, Roxburgh and Selkirk.
A. E. Beedle, 108 George Street, Edinburgh, 2.
(Tel. Caledonian 3004. Telex 72170.)

Glasgow
The counties of Aberdeen, Argyll, Ayr, Banff, Bute, Caithness, Dunbarton, Inverness, Kincardine, Kirkcudbright, Lanark, Moray, Nairn, Perth, Renfrew, Ross and Cromarty, Stirling, Sutherland, Wigtown and the Orkneys, Shetlands, Western Isles and Hebrides.
R. H. K. Hughes, 7 West George Street, Glasgow, C.2. (Tel. Central 3056. Telex 77130.)

Leeds
The East and North Ridings of Yorkshire (excluding the area North of a line from Yarm to Staithes). The East and North of the West Riding of Yorkshire (including Goole, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).
W. A. Luxton, Headrow House, 42 The Headrow, Leeds, 1. (Tel. Leeds 30082. Telex 55232.)

Liverpool
The Welsh counties of Anglesey, Caernarvon, Denbigh and Flint; Western parts of Lancashire and Cheshire (including Lancaster, Preston, Wigan and Warrington), and the Isle of Man.
J. K. Sedman, India Buildings, Water Street, Liverpool, 2. (Tel. Central 5756. Telex 62537.)

Manchester
The Eastern parts of Lancashire and Cheshire (excluding Lancaster, Preston, Wigan and Warrington), and parts of Derbyshire.
W. Ford, Cheshire House, 18-20 Booth Street, Manchester, 2. (Tel. Central 8861. Telex 66756.)

Newcastle-upon-Tyne
Counties of Northumberland, Durham, Westmorland and Cumberland; part of North Riding of Yorkshire, including Middlesbrough, Redcar and Thornaby-on-Tees.
H. Watson, District Bank Chambers, 36/38 Mosley Street, Newcastle-upon-Tyne, 1. (Tel. Newcastle 29838. Telex 53305.)

Nottingham
Counties of Leicester, Rutland and Northampton, and parts of the counties of Nottingham, Derby and Lincoln.
J. N. Smales, Equitable House, Old Market Square, Nottingham. (Tel. 46585. Telex 37566.)

Sheffield
The Southern triangle of the West Riding of Yorkshire (including Barnsley), and parts of the counties of Nottingham, Derby and Lincoln.
B. T. Clark, 8-12 Furnival Gate, Sheffield, 1. (Tel. Sheffield 29151. Telex 54244.)

New York
In the United States of America exporters can obtain assistance from the Department's resident representative for the United States and Canada.
R. F. L. Martin, c/o British Consulate-General, 845 Third Avenue, New York, 22, N.Y. (Tel. Plaza 2-8400.)

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Double Taxation Convention - UK with Sweden and with West Germany

THE BOARD of Inland Revenue announce that the revised Double Taxation Convention with Sweden which was signed on October 14, 1964, was published on November 27 as a Schedule to a draft Order in Council.

A revised Double Taxation Convention between the United Kingdom and the Federal Republic of Germany (to replace the Convention signed on August 18, 1954) was signed in Bonn on November 26.

The Convention, which is subject to ratification, provides for the avoidance of double taxation of income and profits, and is expressed to take effect in the United Kingdom from April 6, 1960. During a transitional period, however, those provisions of the Convention of August 18, 1954, which afford greater relief than the corresponding provisions of the new Convention will apply.

The full text will be published shortly by HM Stationery Office.

Double taxation relief between UK and Southern Rhodesia

THE BOARD of Inland Revenue announce that an agreement between the United Kingdom and Southern Rhodesia, which provides that the Agreement with the former Federation of Rhodesia and Nyasaland for the avoidance of double taxation shall, with the necessary adaptations, continue in force in relation to Southern Rhodesia, was published on November 27 as a Schedule to a draft Order in Council.

Hungary and Switzerland

IT WAS REPORTED in the Swiss *Schweizerisch-Ungarischer Warenverkehr* of October 29, 1964, that the Swiss/Hungarian Trade Agreement has been extended for a further year from October 1, 1964 to September 30, 1965, by the signing of a Protocol on October 28, 1964. No details of the Protocol were given.

All inquiries relating to this notice should addressed to Commercial Relations and Exports Department, Board of Trade, Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2340), quoting reference CRE 4499/G.

Italy and Sweden

THE ITALIAN MINISTER of Foreign Trade, in a circular dated October 26, 1964, announced that the trade agreement between Italy and Sweden has been tacitly renewed for a further 12 months from November 1, 1964.

Automatic licensing of printing machinery and motor vehicles is continued as laid down in Foreign Trade Circulars of January 12, 1963, and April 12, 1963.

Loan to Trinidad for purchase of buses

THE MINISTRY of Overseas Development has announced that the British Government has agreed to make a loan of £1.2 million (W.I. $5.7 million) to the Government of Trinidad and Tobago for the purchase of British buses. They will be delivered 'completely knocked down' and assembled in Trinidad.

The loan will be made under Section III of the Export Guarantees Act and repayable over 25 years with a grace period of five years in respect of capital repayment.

View of C. D. Monninger's bandsaw sharpening department, showing a battery of Loroch automatic bandsaw sharpening machines. The firm is now producing over 25,000 feet of high-grade steel bandsaws in widths of up to 12 inches every week, and fast developing exports of bandsaw lengths to the African States, the Continent and the Far East. Work on the first phase of a new expansion programme is now under way.

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Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

AUSTRALIA

Locomotives for Western Australian Government Tender Board. January 28, 1965. E.S.B. 34535/64.*

Switchgear and Accessories for State Electricity Commission of Victoria. January 11, 1965. E.S.B. 34399/64.

Transformers for Electricity Commission of N.S.W. February 15, 1965. E.S.B. 34536/64.*

Transformers for Electricity Trust of South Australia. January 14, 1965. E.S.B. 34712/64.

Valves for Southern Electric Authority of Queensland. January 11, 1965. E.S.B. 34398/64.

Cranes for Snowy Mountains Hydro-Electric Authority. March 8, 1965. E.S.B. 34663/64.

Valves for Engineering and Water Supply Department. December 21. E.S.B. 34506/64.

Postmaster General's Department:

Modern and Carrier Supply Equipment. (Further Information.) E.S.B. 33075/64.

Switchboard Parts and Accessories. January 14, 1965. E.S.B. 33859/64.*

Bulk Sugar Terminal Organization:

Conveying Equipment. December 23. E.S.B. 34713/64.

Fire Pumps. December 16. E.S.B. 34545/64.

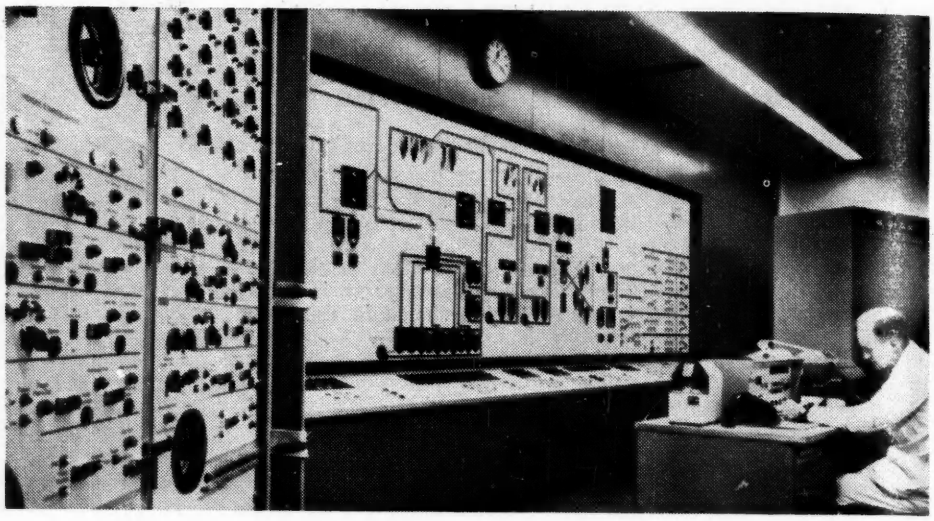
Fire Pumps. December 16. E.S.B. 34546/64.

Fire Pumps. December 16. E.S.B. 34548/64.

Pumps, Pipes. December 16. E.S.B. 34507/64.

Pumps, Pipes. December 16. E.S.B. 34508/64.

Pumps, Pipes. December 16. E.S.B. 34397/64.



Part of the automatic control system now in operation in the Royal Verkade Manufacturing Company's factory at Zaandam, Holland. EMI Electronics Ltd. was the main contractor for the entire project which controls bulk handling of flour, sugar and liquid ingredients of biscuit doughs, and the automatic weighing and measuring of these materials during manufacture. The sub-contractor for the bulk handling and mixing equipment was Baker Perkins (Exports) Ltd. This picture shows the central control room. On the left is the manual control panel and in the centre the mimic diagram. On the right can be seen the electronic computer. In the foreground is the control desk which contains the accounting unit for determining the volume of ingredients consumed.

BOLIVIA

Construction of Transmission Line for Empresa Nacional de Electricidad. January 15, 1965. E.S.B. 34097/64.

BURMA

People's Stores Corporation:

Domestic Earthenware. December 18. E.S.B. 34006/64.*

Linseed Oil. December 20. E.S.B. 34007/64.*

Paints. December 20. E.S.B. 34008/64.*

Surgical Goods. December 31. E.S.B. 33899/64.*

CANADA

Supervisory System for Manitoba Hydro, Winnipeg. December 29. E.S.B. 34547/64.*

CEYLON

Chemicals for Eastern Paper Mills Corporation. December 20. E.S.B. 34393/64.

Electric Fans for Ministry of Land, Irrigation and Power. January 12, 1965. E.S.B. 34394/64.

Sizing Materials for Ministry of Rural and Industrial Developments. December 28. E.S.B. 34505/64.*

Structural Steel for Ceylon Government Railway. Closing date postponed to December 16. E.S.B. 30370/64.

Ministry of Health:

Medical Supplies. (Further Information.) Tender documents now available. E.S.B. 31720/64.*

Pharmaceuticals. February 16, 1965. E.S.B. 34502/64.*

Pharmaceuticals. February 23, 1965. E.S.B. 34503/64.*

COLOMBIA

Water Treatment Plant for Instituto Nacional de Fomento Municipal. January 4, 1965. E.S.B. 34520/64.*

Colombian Railways:

Railway Equipment. December 22. E.S.B. 33833/64.*

Telephone Equipment. December 22. E.S.B. 33826/64.*

Communication System. December 22 E.S.B. 33832/64.*

COSTA RICA

Pumps for Instituto Costarricense de Electricidad. December 23. E.S.B. 34392/64.*

EGYPT

Egyptian Railways:

Steel. December 21. E.S.B. 34523/64

Copper Cable. December 28. E.S.B. 34524/64.

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CO. LTD.
STORAGE AND TRANSPORT
CENTRAL 6611 (20 lines) THE OLD HALL, LIVERPOOL 3. TELEX 62472
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TRAFFORD PARK ROAD
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LONDON
62/64 RIVER ROAD, BARKING, ESSEX
RIPPLEWAY 1156 (5 lines) TELEX 21525
BIRMINGHAM
912/4 KINGSBURY ROAD, ERDINGTON
ERDINGTON 7321/3
SOUTHAMPTON
1ST FLOOR, 3 QUEENSWAY
SOUTHAMPTON 27851/2

Screw Drivers, Steel. December 29. E.S.B. 34525/64.
High Speed Tool Steel. December 29. E.S.B. 34526/64.
Lamp Globes. December 30. E.S.B. 34527/64.

FORMOSA

Air Conditioning Plant: Steam Boiler for China Development Corporation. December 17 E.S.B. 34529/64.*
Central Trust of China:
Testing and Electrical Instruments. (Further Information.) E.S.B. 18336/64.*
Fans. (Further Information.) E.S.B. 21390/64.*
Signalling Installation Parts. (Further Information.) E.S.B. 2228064.*
Suspension Insulators. Re-issue of Tender for 6 inch Suspension Insulators only. Closing date now December 18. E.S.B. 24907/64.*
Rope. December 24. E.S.B. 34589/64.*
Generator Set. December 26. E.S.B. 34588/64.*

GREECE

Laboratory Equipment for Ministry of Trade. (Further Information.) E.S.B. 21697/64.*
Agricultural Bank of Greece:
Gasolene Engines. December 28. E.S.B. 34085/64.*
Machinery and Equipment for Dairy Plant. (Further Information.) January 5, 1965. E.S.B. 15259/64.*
Hellenic State Railways:
Lead. December 29. E.S.B. 34089/64.*
Screws, Nuts and Bolts. December 29. E.S.B. 34091/64.*
Motor Car Spares. December 29. E.S.B. 34092/64.

INDIA

A.C.S.R. Conductor for U.P. State Electricity Board. (Further Information.) E.S.B. 33341/64
Alloy Steel Sections for India Supply Mission. January 4, 1965. E.S.B. 34304/64.
Contractors' Plant and Equipment for Mechanical Circle, Srisailam Project. (Further Information.) Closing date postponed December 21. E.S.B. 26618/64.*
Constructional Project for Posts and Telegraphs Workshops. (Advance Information.) E.S.B. 34387/64.
Dairy Plant Equipment for Dairy Development Department. (Further Information.) January 30, 1965. Tender documents now available for loan. E.S.B. 32225/64.*
Generalized Electrical Machine for Indian Institute of Technology. (Further Information.) January 14, 1965. Tender documents now available for loan. E.S.B. 31788/64.*
Laboratory Instruments Ware and Apparatus for the Government of Orissa. December 21. E.S.B. 34328/64.
Indian Telephone Industries Ltd.:
Cable. December 25. E.S.B. 34572/64.
Switch Board Wires. December 25. E.S.B. 34566/64.
Iran Purchase Organization:
Crane. (Further Information.) December 29. This tender will be financed by an I.B.R.D. loan. E.S.B. 29856/64.
Pump Spare Parts. January 11, 1965. E.S.B. 34553/64.*
Madras State Electricity Board:
Power Station Equipment. January 4, 1965. E.S.B. 34052/64.
Sluice Gates and Accessories. December 23. E.S.B. 34554/64.*
Durgapur Steel Plant:
Rolling Stock. (Further Information). Closing date postponed to December 22. E.S.B. 25516/64.*
Steel Plant Equipment. (Further Information.) Closing date postponed to December 21. E.S.B. 24261/64.
Supplies and Disposals Department:
Drill Sharpening Machine. December 29. E.S.B. 34049/64.*
Oscillator. December 17. E.S.B. 34045/64.*
Drilling Equipment. December 18. E.S.B. 34043/64.*
Lathe. December 17. E.S.B. 34048/64.*
Sand Slinger. December 30. E.S.B. 34513/64.
Ministry of Railways:
Steel Plates. (Further Information.) Tender documents now available. E.S.B. 33372/64.*
Steel. (Further Information.) Tender documents now available. E.S.B. 33373/64.*
Steel. January 16, 1965. E.S.B. 34340/64.
Steel. January 19, 1965. E.S.B. 34351/64.
Steel Sheets. (Further Information.) Tender documents now available. E.S.B. 33369/64.*
Steel Materials. (Further Information.) Tender documents now available. E.S.B. 33370/64.*
Steel Plates. (Further Information.) Tender documents now available. E.S.B. 33371/64.*
U.P. Irrigation Department:
Concrete Mixing and Batching Plant. January 15, 1965. E.S.B. 34339/64.
Pumps. January 14, 1965. E.S.B. 34372/64.
Crushing and Screening Unit. January 16. 1965. E.S.B. 34363/64.
Cranes. January 16. 1965. E.S.B. 34364/64.
Grouting Machines. January 18, 1965. E.S.B. 34367/64.
Vibrators. January 12, 1965. E.S.B. 34366/64.
Tractor Compactors. January 18, 1965. E.S.B. 34368/64.
Drilling Units. January 13, 1965. E.S.B. 34370/64.
Trolleys. January 15, 1965. E.S.B. 34362/64.
Wagon Drills. January 13, 1965. E.S.B. 34371/64.
Hydraulic Ripper. January 14, 1965. E.S.B. 34369/64.
Tractors. January 12, 1965. E.S.B. 34365/64.

IRAN

Blades for Iran Factories Corporation. December 22. E.S.B. 34376/64.*
Bongah Petrochimi:
Jute Sacks. January 9, 1965. E.S.B. 34382/64.*
Stearic Acid. January 7, 1965. E.S.B. 34383/64.*
Chemicals. January 6, 1965. E.S.B. 34384/64.*

IRAQ

Hydro-Electric Power Station for Industrial Design and Construction. (Further Information.) E.S.B. 10831/64.*
Railway Equipment for Ministry of Communications. December 16. E.S.B. 34385/64.
Ministry of Defence:
Sewing Machines. (Further Information.) E.S.B. 6438/64.*
Tractor: Miscellaneous Spare Parts. (Further Information.) E.S.B. 21677/64.
Diesel Generators. December 30. E.S.B. 34511/64.*
Ministry of Municipal and Rural Affairs:
Oil Testing Equipment. December 29. E.S.B. 34353/64.
Water Supply. December 29. E.S.B. 34354/64.
Water Supply. December 22. E.S.B. 34355/64.
Iraqi Ports Administration:
Paints. December 17. E.S.B. 34358/64.
Fans. December 24. E.S.B. 34359/64.
Steel. December 17. E.S.B. 34356/64.
Furnaces. December 24. E.S.B. 34357/64.
Switchgear. December 24. E.S.B. 34360/64.

KOREA

Steel Rails and Beams for Office of Supply. December 16. E.S.B. 34035/64.*

KUWAIT

Central Tenders Committee:
Sea Water Pumps. December 26. E.S.B. 34072/64.*
Pipes and Fittings. December 19. E.S.B. 34075/64.*

LIBYA

Overhead Line Construction for Electricity Corporation of Tripolitania. December 16. E.S.B. 34594/64.

MALAYSIA

Aluminium and Copper Conductor for State Electrical Engineer, Brunei. December 21. E.S.B. 34032/64.
Paper for Central Supplies Office. December 16. E.S.B. 34002/64.*
Ministry of Defence:
Frames—Mosquito Net. December 18. E.S.B. 34320/64.
Mosquito Nets. December 18. E.S.B. 34321/64.
Wooden Furniture. December 18. E.S.B. 34322/64.
Office Safes. December 18. E.S.B. 34323/64.
Mosquito Curtains. December 18. E.S.B. 34319/64.
Steel Filing Cabinets. December 18. E.S.B. 34324/64.

MOZAMBIQUE

Construction of Power Station for Sociedade Hidro-Electrica do Revue S.A.R.L. January 29, 1965. E.S.B. 34031/64.

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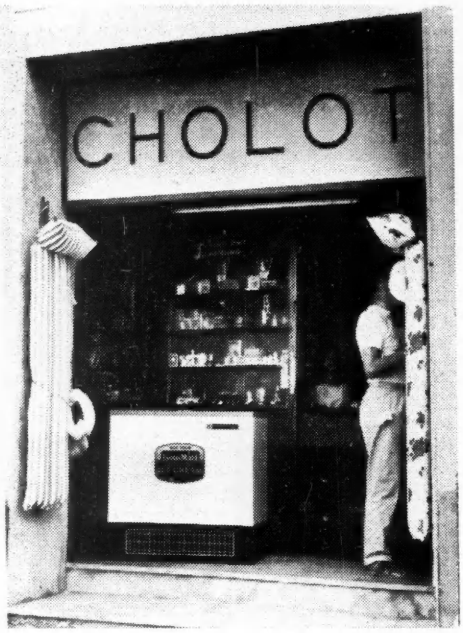

A Prestcold CC.621 ice cream conservator, used to sell 'Lyons Maid' ice cream and frozen confectionery, outside a newsagent-souvenir stall in a suburb of Valetta, Malta. The Prestcold distributor in Malta—who is one of Prestcold's oldest, having been appointed in 1937—is the Frizoll Company, Pawla, Malta. Lyons Maid Distributor in Malta purchased the conservators together with a number of CC.621 units.

NEW ZEALAND

Crane for Lyttleton Harbour Board. January 22, 1965. E.S.B. 34538/64.*

Pumping Station Equipment for Auckland Regional Authority Drainage Division. January 25, 1965. E.S.B. 34551/64.*

General Post Office:

Connectors. January 20, 1965. E.S.B. 34710/64.*

Cotton S'irting. December 18. E.S.B. 34711/64.*

New Zealand Railways:

Machine Tools. January 11, 1965. E.S.B. 34514/64.*

Railway Wagons. January 27, 1965. E.S.B.34053/64.*

NIGERIA

Road Construction for Ministry of Works. (Advance Information and Pre-Qualification.) Apply by January 4, 1965. E.S.B. 32603/64.*

PAKISTAN

Fertilizer Factory for East Pakistan Industrial Development Corporation. February 9, 1965. E.S.B. 28246/64.

Pakistan Eastern Railway:

Batteries. December 28. E.S.B. 34558/64.

Granulated Carbide. December 28. E.S.B. 34557/64.

Railway Trucks and Wagons. February 26. E.S.B. 34541/64.

Turbogenerator. December 28. E.S.B. 34559/64.

Generator Set. December 31. E.S.B. 34560/64.

PARAGUAY

Sawmill Machinery and Tools for Institute of Rural Welfare. (Further Information.) Closing date postponed to December 21. E.S.B. 30362/64.*

SAUDI ARABIA

Ministry of Communications:

Poles and Control Station Equipment. December 31. E.S.B. 34084/64.

Control Stations. December 30. E.S.B. 34083/64.

SOUTH AFRICA

Continuous Casting Plant for South African Iron and Steel Industrial Corporation Ltd. Feb. 9, 1965. E.S.B. 33698/64.*

Cape Provincial Administration:

Crayons. December 16. E.S.B. 34100/64.*

Knitting Needles. December 18. E.S.B. 34098/64.*

Laundry Folding Machine. December 22. E.S.B. 34099/64.*

South African Railways:

Locomotive Parts. December 30. E.S.B. 34593/64.*

Air Compressors. (Further Information.) Tender documents now available. E.S.B. 33841/64.*

Fans: Pipeline. (Further Information.) Tender documents now available. E.S.B. 33842/64.*

Compressors. (Further Information.) Tender documents now available E.S.B. 33843/64.*

State Tender Board:

Fork Lift Trucks: Pallets. December 17. E.S.B. 34590/64.

Etching and Wax Coating. January 15. 1965. E.S.B. 34342/64.*

Laboratory Apparatus. December 22. E.S.B. 34592/64.*

Laboratory Equipment. December 17. E.S.B. 34584/64.*

Radio Equipment. December 24. E.S.B. 34345/64.

Printing Ink. January 22. 1965. E.S.B. 34344/64.*

Rotary Letterpress. January 22. 1965. E.S.B. 34343/64.*

Plading. December 18. E.S.B. 34577/64.*

Refractometer. December 17. E.S.B. 34580/64.*

Photographic Apparatus. December 17. E.S.B. 34582/64.*

Pharmaceuticals: Laboratory Equipment. December 18. E.S.B. 34583/64.

Temperature Recorder. December 18. E.S.B. 34581/64.*

Precision Balance. December 18. E.S.B. 34579/64.*

SOUTHERN RHODESIA

Air Cleaning Equipment for Department of Electricity, Bulawayo. December 23. E.S.B. 34030/64.*

Mosquito Curtains for Government Central Stores. (Further Information.) Tender documents now available. E.S.B. 33637/64.*

Pumping Plant for Provincial Water Engineer. (Further Information.) December 17. Tender documents now available for loan. E.S.B. 33638/64.*

SPAIN

Portal Cranes for Ministerio de Obras Publicas. January 19, 1965. E.S.B. 34301/64.

SUDAN

Burnishing Machine for Sudan Government Purchasing Agent. December 24. E.S.B. 34515/64.

Fuels and Lubricants for Ministry of Commerce. January 31, 1965. Tender documents, conditions in Arabic, requirements in English, available. E.S.B. 33886/64.*

Sudan Railways:

Drilling Machine. December 30. E.S.B. 34600/64.*

Riveting Hammers. December 30. Tender notice available. E.S.B. 34599/64.*

SYRIA

Railway Equipment for Ministry of Communications. December 30. Tender documents in French available. E.S.B. 34531/64.*

TANZANIA

Anti-Malarial Tablets for Central Tender Board. January 8, 1965. E.S.B. 34013/64.*

THAILAND

Electric Fans for State Railway of Thailand. January 5, 1965. E.S.B. 34703/64.*

Lacquer for Directorate of Air Engineering. January 14, 1965. E.S.B. 34702/64.

UNITED STATES OF AMERICA

Control Equipment for United States Army Corps of Engineers. January 12, 1965. E.S.B 34706/64.*

Bureau of Reclamation:

Electric Motors. (Further Information.) Closing date postponed to December 22. E.S.B. 33065/64.*

Power Transformer. December 22. E.S.B. 34082/64.

URUGUAY

Chemicals for State Electricity Board. January 15, 1965. E.S.B. 34724/64.

Crude Oil for State Oil Refinery. January 13, 1965. E.S.B. 34027/64.*

Printing Equipment for Government Printing Office. December 16. E.S.B. 34029/64.

Printing Machine for Banco de La Republica Oriental del Uruguay, Montevideo. January 7, 1965. E.S.B. 34026/64.

Revolvers for Ministry of the Interior. January 12, 1965. E.S.B. 34025/64.

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 427). Please quote reference numbers in all inquiries.

Algeria

Inquiry for wrapping machines. (E.S.B. 33274/64.)

All Countries

Wall map for exporters. (G.D. 3096/61.)

Australia

Agency inquiry for textile piece-goods. (E.S.B. 30690/64).

Agency inquiry for soft furnishings. (E.S.B. 32630/64.)

Agency inquiry for earthenware; ceramics; giftware; porcelain ware. (E.S.B. 33776/64.)

Inquiry for pharmaceuticals; veterinary products. (E.S.B. 34215/64.)

Austria

Inquiry for water clarification plant. (E.S.B. 34124/64.)

Inquiry for household equipment. (E.S.B. 28973/64.)

Inquiry for aluminium curtain walls and windows. (E.S.B. 34117/64.)

Bahrain

Inquiry for children's and women's clothing. (E.S.B. 33991/64.)

Belgium

Agency inquiry for chemicals; paper industry equipment and materials. (E.S.B. 34262/64.)

Agency inquiry for laboratory equipment. (E.S.B. 34290/64.)

Burma

Inquiry for footwear; musical instruments; haberdashery; toilet requisites; sports goods; toys; watches and clocks. (E.S.B. 33168/64.)

Canada

Agency inquiry for confectionery. (E.S.B. 5938/64.)

Agency inquiry for packaging materials; plastics display signs. (E.S.B. 34232/64.)

Agency inquiry for women's clothing. (E.S.B. 33550/64.)

Agency inquiry for giftware; hardware; smallwares (E.S.B. 33798/64.)

Inquiry for containers; packed foodstuffs. (E.S.B. 33799/64.)

Inquiry for compressors. (E.S.B. 9763/64.)

Inquiry for wire products; steel manufactures. (E.S.B. 33913/64.)

Inquiry for nail clippers. (E.S.B. 33785/64.)

Inquiry for electronics equipment. (E.S.B. 33917/64.)

Manufacture under licence - hydraulic winches (E.S.B. 1116/64.)

Manufacture under licence - electrical equipment. (E.S.B. 33479/64.)

Ceylon

Inquiry for construction equipment - further information. (E.S.B. 28091/64.)

Costa Rica

Agency inquiry for plastics material; packaging machinery; razor blades; surgical dressings. (E.S.B. 33520/64.)

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Denmark
Agency inquiry for tin tubes. (E.S.B. 34112/64.)
Inquiry for salmon. (E.S.B. 33474/64.)

El Salvador
Inquiry for bottles. (E.S.B. (33903/64.)

Finland
Agency inquiry for druggists' sundries; foodstuffs. (E.S.B. (33998/64.)
Agency inquiry for life saving equipment. (E.S.B. 33944/64.)

Formosa
Agency inquiry for pharmaceuticals. (E.S.B. 23590/64.)

France
Agency inquiry for game. (E.S.B. 33920/64.)
Inquiry for foodstuffs. (E.S.B. 33475/64.)
Inquiry for giftware; glassware; decorative articles. (E.S.B. 33401/64.)
Inquiry for foodstuffs. (E.S.B. 33753/64.)
Market report on Brest and Brittany. (E.S.B. 33277/64.)
Market report on Caen and the department of Calvados. (E.S.B. 33198/64.)
Market report on Le Havre and its region. (E.S.B. 32676/64.)

Germany, Federal Republic of
Agency inquiry for hats. (E.S.B. 34214/64.)
Agency inquiry for fireplace accessories. (E.S.B. 33749/64.)
Agency inquiry for furniture. (E.S.B. 33747/64.)
Agency inquiry for insulation materials; plastics foam. (E.S.B. 33720/64.)
Inquiry for glass bowls. (E.S.B. 33743/64.)
Inquiry for textile machinery and accessories; synthetic yarn. (E.S.B. 31914/64.)
Import opportunity - azaleas; fruit trees. (C.R.E. 158/62.)
Import opportunity—ryegrass seed. (C.R.E. 158/62.)

Greece
Inquiry for fish processing plant. (E.S.B. 34140/64.)

India
Inquiry for agricultural equipment; veterinary equipment. (E.S.B. 30483/64.)

India/Rumania
Trade Agreement (C.R.E. 1018 G.)

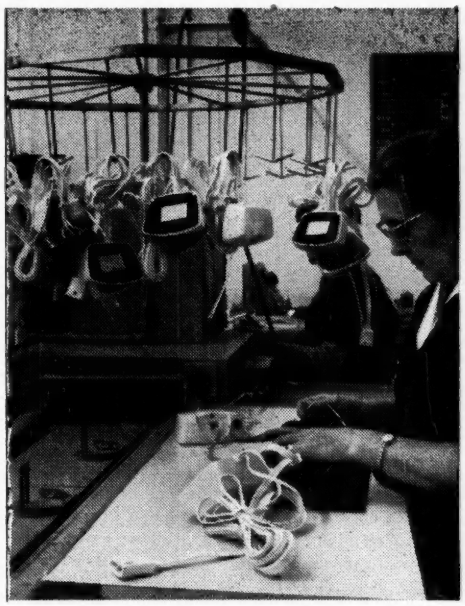
Iran
Agency inquiry for diesel engines; fertilizers; well-boring equipment. (E.S.B. 34135/64.)

Irish Republic
Inquiry for blankets. (E.S.B. 21487/64.)

Israel
Agency inquiry for bearings; tools, hand and machine; sheet metal machinery; studs and nuts. (E.S.B. 33763/64.)
Agency inquiry for machine tools; steel; tubes. (E.S.B. 34265/64.)
Inquiry for chemicals; metals; plastics machinery and materials; sugar. (E.S.B. 34246/64.)
Inquiry for chemical and pharmaceutical plant. (E.S.B. 34230/64.)

Italy
Agency inquiry for chemical products; insecticide spraying equipment. (E.S.B. 33962/64.)
Agency inquiry for machinery and plant; prefabricated houses; refractories. (E.S.B. 33730/64.)
Agency inquiry for plastics lenses. (E.S.B. 33748/64.)

Jamaica
Agency inquiry for chemicals; hardware; plastics. (E.S.B. 34143/64.)



Inspection is a vital part of the manufacturing of Monogram electric blankets at Crawley, the UK factory of the American GEC, and is carried out at various assembly stages. Every control unit circuit is inspected as it comes off the assembly line before the relay is calibrated and before final inspection in a temperature controlled room.

Kenya
Inquiry for caustic soda. (E.S.B. 24122/64.)
Inquiry for starter armatures. (E.S.B. 33587/64.)

Lebanon
Inquiry for chemicals; textile machinery. (E.S.B. 33768/64.)

Leeward Islands
Inquiry for electric light fittings. (E.S.B. 34172/64.)
Inquiry for lighting fixtures. (E.S.B. 34173/64.

Malawi (Nyasaland)
Agency inquiry for china. (E.S.B. 33789/64.)

Malaysia
Inquiry for brickmaking equipment. (E.S.B. 33800/64.)

Netherlands
Agency inquiry for smokers' requisites; toys. (E.S.B. 33814/64.)
Agency inquiry for paper wrappers; building materials. (E.S.B. 32439/64.)
Inquiry for laboratory utensils. (E.S.B. 34404/64.)

New Zealand
Agency inquiry for medical books. (E.S.B. 33464/64.)

Nicaragua
Inquiry for bicycles and parts; machinery; vehicle spares; hardware. (E.S.B. 28929/64.)

Pakistan
Inquiry in respect of road construction. (E.S.B. 33259/64.)

Panama
Agency inquiry for foodstuffs; cosmetics. (E.S.B. 31897/64.)

Paraguay
Agency inquiry for motor cycles. (E.S.B. 33772/64.)

Portugal
Agency inquiry for telephones. (E.S.B. 34139/64.)
Agency inquiry for creosote. (E.S.B. 33718/64.)
Inquiry for stainless steel domestic ware plant. (E.S.B. 33495/64.)

Puerto Rico
Agency inquiry for automotive lines; ceramic tiles; harberdashery; housewares; textiles. (E.S.B. 31281/64.)

Rhodesia
Agency inquiry for household textiles. (E.S.B. 26836/64.)
Agency inquiry for earthenware. (E.S.B. 33939/64.)

Saudi Arabia
Inquiry for foodstuffs machinery and plant; raw materials for biscuits and confectionery manufacture; packaging machinery and materials. (E.S.B. 30629/64.)

Sierra Leone
Inquiry for rubber. (E.S.B. 34225/64.)

South Africa
Agency inquiry for electronic equipment. (E.S.B. 34114/64.)
Inquiry for chemicals; deodorant blocks; naphthalene. (E.S.B. 32374/64.)

Sweden
Agency inquiry for dresses. (E.S.B. 34169/64.)
Inquiry for biscuits. (E.S.B. 33954/64.)
Inquiry for dish washing machines. (E.S.B. 8109/64.)
Market report on domestic electrical appliances. (E.S.B. 24367/64.)

Switzerland
Agency inquiry for sanitary ware. (E.S.B. 23450/64.)
Agency inquiry for electrical domestic appliances; electronic goods; furniture. (E.S.B. 31183/64.)
Agency inquiry for women's and girls' clothing; men's underwear; swimwear. (E.S.B. 34187/64.)

Trinidad
Agency inquiry for motor spares and accessories; steel angles and sheets. (E.S.B. 33715/64.)

United States of America
Agency inquiry for electrical and electronic industrial equipment. (E.S.B. 34273/64.)
Inquiry for printing press. (E.S.B. 33157/64.)
Manufacture under licence - research processes and equipment; chemicals. (E.S.B. 33573/64.)

Venezuela
Register of suppliers. (E.S.B. 33964/64)

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **H. M. Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876 Ext. 147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

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Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-vi of the Board of Trade Journal *of November 6. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of the Board of Trade (see page 904 of October 23 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

Crash sales trip
Mr. A. C. Willen, marketing manager of Inertia Switch Ltd., Camberley, Surrey, left for the United States on November 26 to conduct a 'crash' sales programme for the firm's boiler tube inspection cameras. These cameras are manufactured by the company under license from the Central Electricity Generating Board.

Discussions in Canada
Sir Donald Kaberry, MP, chairman, and Mr. J. Keightley, sales director of W. H. Baxter Ltd., Leeds, travelled to Canada on November 19 for discussions with Alexander Fleck Ltd.

Senior executives overseas
Three senior executives of Parkinson Cowan Ltd. are now overseas. Mr. K. G. Corfield, a director of the parent company and director and general manager of Parkinson Cowan Measurement, is visiting the United States to renew long-standing contacts and make new ones. At the same time he will be investigating technological developments in American industry.

Mr. G. C. S. Greenhead, general manager of Parkinson Cowan Ltd. is visiting the company's South African branches and surveying the various interests of the group. Mr. M. Rowledge of Parkinson Cowan International Ltd. is now concluding an extended sales tour of the Central Americas and the West Indies.

Export drive for electronic checkweighers
Mr. Scott Whiteford, chief engineer of Telomex Limited, Horsham, checkweigher manufacturers, arrived in the United States on November 16 to visit the company's agents, Arenco Machine Co. Inc. (Teterboro, New Jersey). He is studying American production methods as a first step in a major export drive by Telomex in the American market at the beginning of 1965.

Telomex are one of the few British firms making electronic checkweighers. Though many American firms make these equipments Telomex have already gained a foothold in the North American market against this local competition, their checkweighers having been installed by Nabisco and the Ivers-Lee Co. in the US and Lipton's of Canada.

INDEX INQUIRIES

Inquiries about the detailed contents of the* Journal *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Sullivan 3400, Ext. 3038) who compile the half-yearly index to the Journal.

BRITISH DEMONSTRATION FOR FAR-EAST

Mr. A. R. Driessen (right), managing director of Setright Registers Limited, with Mr. A. R. Brodie, the company's Far Eastern agent, leaving London Airport on October 31 for a three-week visit to Hong Kong and Japan, to demonstrate the new Setright high-speed ticket issuing machine to transport undertakings. Setright Registers is a wholly-owned subsidary of Bryant and May Ltd. and a member of the British Match Corporation group.

Export Orders

Firms are invited to send in brief details of recent export orders of contracts for mention on this page.

Following a recent visit to West Coast Areas of the United States by Mr. A. A. Potter, director of overseas operations, an agreement was signed at the Basingstoke headquarters of Lansing Bagnall Limited in October, putting the seal on a partnership between the company and the Irving G. King Company of Los Angeles. Photograph above shows Mr. Potter with the president of Irving G. King, Mr. Thomas A. Fitch, signing the agreement.

Road machinery for Chile
Aveling-Barford Ltd., Grantham, are supplying dump-trucks for use at iron-ore mines in the Atacama Desert, bringing the total in use in Chile to nearly 50.

Painting plant for New Zealand
Drysys Equipment Ltd., London, have been awarded a £50,000 contract to supply a painting plant to the Nelson factory of Standard Motor Ltd. in New Zealand. One Standard Triumph vehicle will pass through the plant every fifteen minutes.

Mattresses for Tunis hotel
Four hundred mattresses are being supplied by Dunlopillo, Harrogate, for the new Hilton Hotel to be opened next year in Tunis. The company recently supplied 565 mattresses to the Berlin Hilton and 300 to the Istanbul Hilton Extension.

Steelworks plant for Canada
A contract worth over £600,000 to supply steelworks plant for factory modernization in the Montreal area has been received by the Brightside Foundry and Engineering Co. Ltd., Sheffield, from the Steel Co. of Canada Ltd.

More BAC one elevens for United States
Braniff International Airways have taken an option on 12 more BAC 111 jet airliners bringing their total to 26. British Aircraft Corporation sales of the aircraft were increased to 69 with a further order for five from an unnamed US company.

Sugar mill equipment for Pakistan
Fletcher and Stewart Ltd., Derby, have won an order worth over £1 million to supply complete equipment for a new sugar factory at Jamrao, near Karachi.

Computer system for New Zealand
The New Zealand Government's Department of Scientific and Industrial Research is to install a computer system supplied by Elliott-Automation Ltd., worth £130,000.

Abattoir equipment for Hong Kong
Geo. W. King Ltd., Stevenage, have received a £100,000 order to supply lairage equipment for the new Hong Kong and Kowloon abattoirs.

Transformers for Canada
Ferranti Ltd., Hollinwood, have gained a $700,000 order to supply auto-transformers for the Manicouagan-Montreal Transmission Scheme of the Quebec Hydro-Electric Commission.

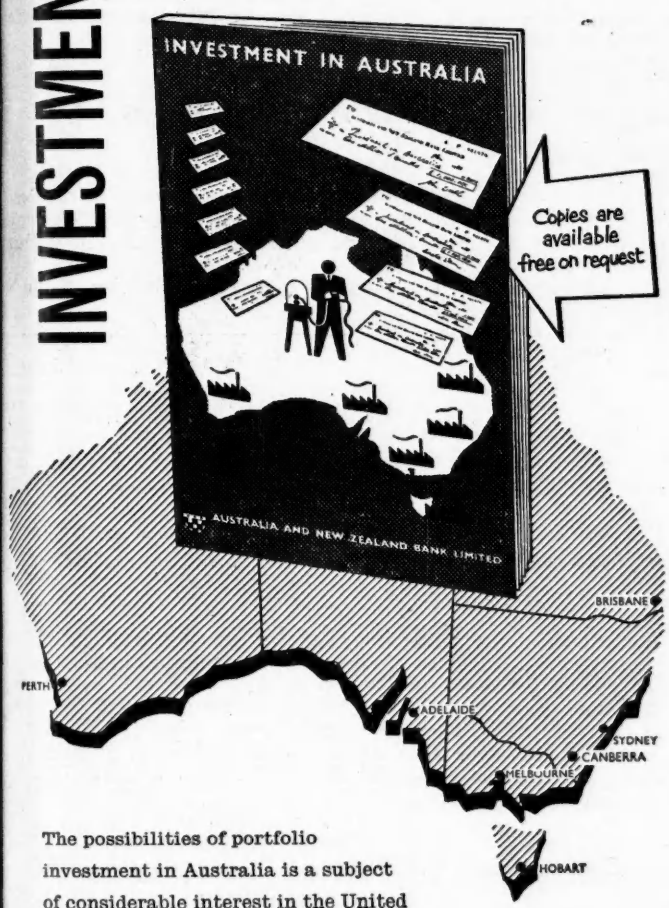
Motors for Dutch Guiana
Brook Motors Ltd., Huddersfield, are supplying electric motors for use in a new aluminium plant in Surinam.

Electrical orders from Malaysia
Orders totalling £160,000 have been received by A. Reyrolle and Co. Ltd., Hebburn, to supply indoor and outdoor metal-clad electrical equipment for various sub-stations for the Singapore Utilities Board.

Drawbenches for Spanish tube mills
Head, Wrightson Machine Co. Ltd., Middlesbrough, are supplying drawbenches to Eduardo K. L. Earle, Bilbao, Spain, for the high speed production of light alloy tubes.

Orders for switchgear
Orders exceeding £375,000 for switchgear have been received by Brush Electrical Engineering Co. Ltd., a member of the Hawker Siddeley group. They are being supplied to electricity supply undertakings in New Zealand, Libya, Australia, Malta, Antigua and India.

INVESTMENT IN AUSTRALIA



The possibilities of portfolio investment in Australia is a subject of considerable interest in the United Kingdom. To provide authoritative information A.N.Z. Bank has published a 68-page booklet "Investment in Australia" which deals in some detail with such matters as . . .

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You can use an acceptance credit to finance the movement of any goods—exports or imports—and to finance stocks which are awaiting processing or sale; to help ease the financial tension arising from delays between despatch and payment; to spread the cost of bulk purchases of raw materials over the period of use. You can apply an acceptance credit to specific transactions or to a revolving system.

Competitive in cost

Guinness Mahon provide access to this form of finance at the finest market rates.

Controlled from the top

One of the advantages in dealing with Guinness Mahon is that every customer's affairs are under the personal supervision of a director. We will give you full details about an acceptance credit and how it can help your business as soon as you get in touch with us.

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

FRANCE

Global quotas for petroleum products

THE FRENCH *Journal Officiel* of November 14, announced the opening of a quota for the import of the petroleum products listed below, originating in the countries of the convertible franc zone.

Tariff No.	Description
27-09 A	Crude petroleum.
27-10 A III b	Aviation spirit.
38-19 E	Mixed alkylenes.
27-10 C I and II	Gas oil and fuel oils.
27-10 C III and 34-03 A	Lubricating oils and lubricants.
38-14 B I a and Miscellaneous (1)	Lubricating additives (dopes) containing petroleum oils and shale oils; petroleum raw materials for their manufacture.
Ex 27-13 B II and 34-04 B I	Mineral waxes.
Ex 27-13 B	Paraffin residues (slack wax and scale wax).
27-14 B	Petroleum coke.
Miscellaneous (1)	Miscellaneous petroleum products.

(1) Importers should indicate on their licence applications the Tariff Nos. of the goods they wish to import.

Import licence applications may be submitted to the Direction des relations économiques extérieures, service des autorisations commerciales (importations), 8 rue de la Tour-des-Dames, Paris, 9e, from November 14, when they will be examined as and when they are received.

Duty quota for seed potatoes

THE FRENCH *Journal Officiel* of November 1, published details of the rules under which intending importers of seed potatoes to be imported at a reduced rate of duty (see notice in the *Board of Trade Journal* dated November 20, page 1143) must make application.

Applications for import authorizations must conform to the dispositions of the orders of April 12, 1962, and October 1, 1963. They should be addressed to the Bureau des fruits et legumes, sous-direction des produits végétaux, (direction générale de la production et des marchés, ministère de l'agriculture), 3 rue Barbet-de-Jouy, Paris, 7e.

Each application, which should not exceed 230 metric tons, must be confined to the following varieties:

Early: Asoka, Bea, Carla, Climax, Esterling, Ideaal, Ostara, Primura, Roode.

Floury: Ambassadeur, Daresa, Flora, Kotnov, Maritta, Panther Thynia, Ultimus.

Potatoes are subject to sanitary controls, laid down in the order of November 8, 1954, on import into France, and they must be routed through a Customs Post open for phyosanitary control. A list of these Posts was fixed in an order dated March 5, 1962.

Import regulations for vegetables and plants

THE FRENCH *Journal Officiel* of November 4, announced amendments to an earlier notice dealing with the control of imported vegetables and plants, details of which were published in the *Board of Trade Journal* dated October 2, 1964, on page 767.

The second table in the *Board of Trade Journal* notice should be amended to read as follows:

Tariff No.	Description
Chapter 6: All Nos. except 06-02 C II a, 06-03 and 06-04	Live plants and products of floriculture, except mushroom spawn, flowers and flower buds, cut, foliage, leaves, branches and other parts of plants, mosses and lichens, for bouquets or decorations, fresh, dried, bleached, dyed, impregnated or otherwise prepared.

The remainder of the table is not amended.

Import regulations for meat and other animal products

THE FRENCH *Journal Officiel* of November 13, announced an amendment to the Order of April 8, details of which were published in the *Board of Trade Journal* dated May 1, page 983.

The date from which the dispositions of the order will come into effect has been amended to February 1, 1965.

The full French texts of the above notices may be seen at the Export Services Branch, Board of Trade, Room E.13, Hillgate House, 35 Old Bailey, London, E.C.4.

Modifications to French customs tariff

THE FRENCH *Journal Officiel* of November 10, announced the following amendments to the French customs tariff:

Tariff No.	Description	Rate of duty
25-01	Common salt, rock salt, sea salt, table salt; pure sodium chloride; salt liquors; sea water: A. Common salt, rock salt, sea salt, table salt, whether or not in aqueous solution: I. Intended for chemical transformation (separation of the Na from the Cl) for the manufacture of other products	32·42 Francs per 100 kg. net (1)

(1) Until December 31, 1964, this duty is reduced to 4·93 Francs per 1,000 kg. net for salt imported under a quota, the amount and conditions of which are fixed by the competent authorities.

Tariff No.	Description
21-07	Food preparations not elsewhere specified or included (b): A. Powders for table creams, puddings, desserts and similar preparations, whether or not sweetened, but not containing added cocoa, excluding powders based on flour, starch or malt extract. B. Edible tablets and measured portions with a basis of natural or artificial perfumes, not containing added sugar: I. Of vanillin. II. Other. C. Other: I. Sweetened. II. Other.

(b) Preparations containing by weight more than 33 per cent of milk fats are liable to an additional tax, equal, for 100 kg. net of the preparation, to the difference between the amount appropriate to be levied on 100 kg. of butter (line 11B of Table E of the tariff of agricultural levies) and the amount of the customs duty on 100 kg. of the preparation.

Colouring materials used in foodstuffs

THE FRENCH *Journal Officiel* of November 4, published an order amending the current regulations on the use of colouring materials used in foodstuffs.

The modifications include lists of acceptable colouring materials for use in foodstuffs and lay down purity standards for the colourants used.

Modifications to customs duties

THE FRENCH *Journal Officiel* of October 31, announced the following amendments to the French customs tariff:

Tariff No.	Description	Rate of duty
04-02	Milk and cream, preserved, concentrated or sweetened:	
	A. Unsweetened	13·8% (P)
	B. Sweetened:	
	I. Liquid or pasty	19·5% (P)
	II. Solid	23% (P)
04-03	Butter	7·2% (P)
04-04	Cheese and curds:	
	A. Cheese of the Emmenthal, Gruyere and Sbrinz type, round, ripened for at least four months, containing a minimum of 45% by weight of fat, calculated on the dry product and of a value of 95 units of account (b) (c) or more per 100 kg. (d)	74·05 Francs per 100 kg. net (P)
	B. Glarus cheese containing herbs (known as Schabzieger) manufactured with a basis of skimmed milk and the addition of ground herbs (d)	14·1% (P)

(P) The collection of this duty is cancelled for products falling under heading nos. 04-02, 04-03, 04-04 and for eggs of farmyard poultry (ex no. 04-05 A and B I) during the application of the regime of levies to which these products are subjected by the regulations laid down by the Commission of the European Economic Community.
(b) (c) (d) These notes are not modified.

10-06	Rice:	
	A. In the husk or without the husk, but still enclosed in the pericarp	3·6% (P)
	B. Whole grains ground to remove the pericarp, whether or not polished or glazed	4·8% (P)
	C. Broken:	
	I. Intended for the manufacture of starch (a)	2·7% (P)
	II. Other	4·8% (P)

(P) This note has not been modified.

17-02	Other sugars; sugar syrups: artificial honey, whether or not mixed with natural honey; caramel:	
	A. Lactose and lactose syrup	14·2% (P)

(P) This note has not been modified.

23-07	Sweetened forage and other prepared animal foodstuffs; other preparations of a kind used in animal feeding (additives, etc.):	
	B. Other:	
	I. Condiments	11·5% (P)
	II. Other:	
	a. Sweetened	15% (P)
	b. Unsweetened	11·5% (P)

(P) The collection of this duty is cancelled for the following products, during the application of the regime of levies to which they are subjected by the regulations laid down by the Commission of the European Economic Community:
1. Brans, sharps and other residues of grain sifting, of grinding or other treatments of cereal grains (ex No. 23-02 A and B);
2. Preparations containing cereals falling under Chapter 10, or other products of Chapter 11, or tariff headings 04-01, 04-02, 04-03, 04-04, 17-02 A and B, 23-02 A and B subjected to the regime of agricultural levies (ex No. 23-07 B).

Special customs tariff for Guadeloupe

Tariff No.	Description	Rate of duty
Ex 10-06	Rice:	
	B. Whole grains, ground to remove the pericarp, whether or not polished or glazed	11·8% (P)

(P) The collection of this duty is cancelled for products falling under heading nos. 10-05 B, 10-06 B and ex 16-02, and for sausages containing meat or offal of the porcine species (ex No. 16-01) during the application of the regime of levies to which these products are subjected by the regulations of the Commission of the European Economic Community.

Special customs tariff for Guiana

Tariff No.	Description	Rate of duty
04-02	Milk and cream, preserved, concentrated or sweetened:	
	A. Unsweetened	5·4% (P)
	B. Sweetened	6·9% (P)
04-03	Butter	7·2% (P)
04-04	Cheese and curds:	
	A. Cheese of the Emmenthal, Gruyere and Sbrinz type, round, ripened for at least four months, containing by weight a minimum of 45% of fat, calculated on the dry product and of a value of 95 accounting units (a) (b) or more per 100 kg. (c)	22·21 Francs per 100 kg. net (P)
	B. Glarus cheese containing herbs (known as Schabzieger) manufactured with a basis of skimmed milk and the addition of ground herbs (c)	3·6% (P)
	C. Other	6·9% (P)

(P) (a) (b) (c) These notes have not been modified.

Ex 10-06	Rice:	
	B. Whole grains, ground to remove the pericarp, whether or not polished or glazed	11·8% (P)

(P) The collection of this duty is cancelled for maize (No. 10-05 B), rice (No. 10-06 B) and for products falling under heading Nos. ex 16-02 containing meat or offal of the porcine species, during the application of the regime of levies to which these products are subjected by the regulations of the Commission of the European Economic Community.

Special customs tariff for Martinique

Tariff No.	Description	Rate of duty
Ex 10-06	Rice:	
	B. Whole grains, ground to remove the pericarp, whether or not polished or glazed	11·8% (P)

(P) The collection of this duty is cancelled for products falling under heading nos. 10-05 B, 10-06 B and ex 16-02 and for sausages containing meat or offal of the porcine species (ex 16-01), during the application of the regime of levies to which these products are subjected by the regulations of the Commission of the European Economic Community.

(*Continued on next page*)

'Englishman', said to be one of the most powerful tugs of her type in Great Britain, was launched at Cochrane's, Selby Shipyard on November 21 for the United Towing Co. Ltd. When completed this twin-screw tug will be 146 ft. over-all and powered by a Ruston type 6ATCM marine diesel engine.

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FRANCE, *continued*

Regulations for the import of goods under bilateral quotas

THE FRENCH authorities have introduced regulations laying down the procedure to be followed when making application for an import licence.

The following indications, in French, must appear on the pro-forma invoices submitted in support of import licence applications:

For all products:

The exact description of the products, including the actual names under which they are sold.

For pectins, extracts and juices of pectins;

The degree of concentration and the nature of the pectin.

For the following products:

Tariff No.	Description
16-01, 16-02	Prepared or preserved meats.
17-04	Sugar confectionery not containing cocoa.
18-06	Chocolate and other food preparations containing cocoa.
19-03	Macaroni, spaghetti and similar products (alimentary pastes).
19-07 C II	Toasted rusks, pretzels and dietary breads.
19-08	Pastry, biscuits, cakes and other fine bakers' wares.
21-07 C	Food preparations not elsewhere specified or included (other than powders for table creams, ice creams and similar preparations not containing added cocoa and not based on flour, starch or malt extract, edible tablets and measured portions with a basis of natural or artificial perfumes, not containing added sugar).
23-07	Animal feeding stuffs.

A complete percentage analysis of the composition of the products to be imported is required, and this must give an exhaustive list of all the components. Where the imported products are of a heterogenous nature (e.g. chocolate confectionery), the analysis must show separately the composition of the coverings and the centres.

Where colouring materials are used, the exact nature of the materials used must be stated, with reference to the index or to Schultz. The same requirement applies to any chemical materials used. It must be stated whether any flavourings used are natural or artificial.

Importers of non-liberalized agricultural products and alimentary products must furnish three copies of a pro-forma invoice with their application for an import licence. The invoice must be dated, bear the signature and commercial stamp or seal of the exporter, and must be in French, or have a French translation attached.

Details required are as follows:

For alimentary pastes:

The type of pastes to be imported (ordinary quality, superior quality, pastes containing eggs). Details of the technical analytical and processing standards for alimentary pastes may be obtained from l'Office National Interprofessionnel des Céréales, Service Technique, 21 avenue Bosquet, Paris (7e).

For fruit juices:

Importers must produce, at the time of their application for an import licence, a certificate from their suppliers to the effect that the products conform to French legislation, and, in particular, are not the result of a dilution of a concentrate and a juice.

Prepared or preserved pig meat:

Applications for import licences for prepared or preserved meat or offal containing pig liver, or prepared or preserved meat or offal of the porcine species (Tariff Nos. 16-02 A ex II, 16-02 B II b1 x, y), must be accompanied by a certificate from the foreign supplier certifying that the products have been prepared without the addition of sodium nitrite or potassium nitrite. When the preparations concerned are of ham or shoulder of pork, the certificate must mention that phosphates and polyphosphates were not used.

These newly enforced regulations were first published in the French *Journal Officiel* of January 26, 1963, and the full French text may be seen at the Export Services Branch, Board of Trade, Room E.13, Hillgate House, 35 Old Bailey, London, E.C.4.

Customs tariff modifications

THE NOTICE on French Customs Tariff modifications which appeared in the *Board of Trade Journal* dated November 20, pages 1142-3 should be amended by adding under Tariff No. 38-19:

E Mixed alkylenes

Liberalization of imports

THE FRENCH *Journal Officiel* of November 24 announced an amendment to the list of goods remaining subject to quantitative restrictions in France when imported from and originating in the member countries of the former Organization for European Economic Co-operation, the United States of America and Canada.

Item 20-06 B II of List I of the notice published in the *Board of Trade Journal* dated August 14, pages 358/361, should be amended to read as follows:

Tariff No.	Description
20-06 ex B II	Without alcohol, containing added sugar, other than grapefruit in sections or in pieces.

The French text of the above notice may be seen at the Export Services Branch, Board of Trade, Room E.13, Hillgate House, 35 Old Bailey, London, E.C.4.

SPAIN

Customs tariff

THE SPANISH AUTHORITIES have recently modified certain sub-headings of their Customs Tariff and the revised sub-headings and import duties are as follows:

Tariff heading	Description	Import duty	Transitory duty
		%	%
85.11 A	2. Other:		
	(a) Arc type	25	17
	(b) Induction type:		
	1. More than 5,000 kW.	30	1
	2. More than 725 kW.	30	1
	3. Other	30	20
	(c) Other	30	20

Special duty free quotas

IN THE *State Gazette* of November 16, the Spanish authorities announced the establishment of special duty-free quotas for one year from November 1 for the following goods:

Tariff heading	Description	Quantity
15.10 B	'Oxo' alcohols	1,200 tons
29.04 A 4	Alcohols with from 6 to 11 carbon atoms	1,200 tons

Inquiries about these notices should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

EUROPEAN ECONOMIC COMMUNITY

Association agreement between Turkey and the EEC

A NOTICE in the *Board of Trade Journal* of October 4, 1963 (page 766), published the details of an association agreement between Turkey and the EEC.

Information has been received that the agreement came into force on December 1, 1964.

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Three Year Interim Investment Plan

THE BRITISH EMBASSY at Lisbon have reported that the Portuguese 1965/7 Three-Year Interim Investment Plan has been passed to the appropriate legislative bodies for consideration and approval.

The main objective of this Plan continues to be, as in the case of its two predecessors, the acceleration of the rate of growth of the national product and the fairer sharing-out of the national income. Its achievement will be subject to the needs of defence, the stability of the labour market, and the external and internal stability of the Escudo.

It is planned to increase the gross national product by 6·1 per cent a year compared with a 'recent average' of 4·5 per cent. Fixed capital investment is planned to increase at a rate of 8·1 per cent from the 1962 figure of Escudos 13,000 million to a 1967 target figure of Escudos 19,200 million.

In selecting the areas of investment, preference has been given to those projects of the greatest and earliest productivity and to those producing for export or for the substitution of imports. A total of some Escudos 34,400 million (£430 million approximately) is due to be invested in Metropolitan Portugal and the adjacent islands, shared amongst economic sectors as shown below:

	Million Escudos
1. Agriculture, forestry and animal husbandry	2,829
2. Fisheries	318
3. Industry	14,791
4. Power	5,668
5. Transport and communications	6,242
6. Tourism	1,504
7. Education and research	874
8. Housing	1,846
9. Health	356

A detailed break-down of these allocations may be obtained from the Board of Trade.

As far as medium-range aircraft are concerned, it is foreseen that Transportes and Aereos Portugueses (TAP) will continue to use their L-1049G aircraft on internal domestic routes, on their services to the Portuguese Atlantic islands (and to the Canaries), and as reserves for their Caravelle fleet. However, now that the necessary ground facilities are available in Mozambique, the need for services to this Province as well as to Angola calls for the acquisition of two long-range jet aircraft together with the necessary technical installations as well as for the associated crew training. To this end it is proposed to invest Escudos 600 million (£7½ million approximately) during the three-year period, financed both from domestic sources and from abroad.

As far as telecommunication equipment is concerned, the plan proposes the acquisition and installation of a secondary radar system, mobile VHF receivers and transmitters, NDB radio-beacons, distance measuring systems, and the setting up of new HF receiver and transmitter stations. Escudos 10 million £125,000) is earmarked for these works which are to be financed from the State budget.

The financing of the Plan is not enlarged upon, other than to propose that the State shall bear 30 per cent of the cost of all programmed investments, except of those in the case of industry which are expected to be in the main privately financed.

So far as the Overseas Provinces are concerned the Plan foresees the overall expenditure of some Escudos 14,400 million (£180 million approximately). The State is expected to provide some Escudos 3,000 million (£37½ million approximately) towards this amount and, in addition to the Provinces' own contributions, measures are to be adopted with the object of making foreign private investment in it attractive. The overall allocation is shared as follows:

	Million Escudos
Angola	7,210
Mozambique	5,400
Macao	660
Cape Verde	500
Timor	270
Guinea	180
Principe/S. Tome	180

The percentage allocations by sectors are as follows:

	Angola	Mozambique	Macao	C. Verde	Timor	Guinea	Principe/ S. Tome
Total in Escudos millions	7,210	5,400	660	500	270	180	180
	%	%	%	%	%	%	%
I. Social and basic studies	3·6	1·1	0·4	3·2	7·0	8·4	13·8
II. Agriculture, forestry and animal husbandry	8·8	14·6	2·4	8·4	14·4	18·5	16·6
III. Fisheries	5·2	6·6	—	51·6	3·7	10·0	11·1
IV. Power	11·8	7·3	5·8	4·6	2·9	1·7	8·3
V. Industry	28·6	26·2	4·4	4·2	7·9	9·2	11·1
VI. Transport and communications	26·8	32·5	29·4	14·0	37·0	28·3	23·6
VII. Tourism	0·3	0·5	30·0	—	1·1	—	—
VIII. Housing and local improvements	3·6	2·1	24·3	4·0	11·1	5·5	5·0
IX. Education, health, etc.	11·3	9·1	3·3	10·0	14·9	18·4	10·5
TOTAL	100	100	100	100	100	100	100

The allocation of Escudos 5,400 million to Mozambique is broken-down into the following broad headings:

Investments to be made in the Province	Escudos (millions)
1. Scientific study of the territory and population	38·5
Scientific research	2·5
Basic studies	20·0
2. Agriculture, forestry and animal husbandry	760·0
3. Fisheries	328·0
4. Power	400·0
5. Industry	1,436·0
6. Transport and communications	1,771·0
7. Tourism	30·0
8. Housing and local improvements	114·0
9. Education, health	500·0
TOTAL	5,400·0

A more detailed break-down may be obtained from the Board of Trade.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2340), quoting reference CRE 9551/63.

GREECE

Increase in tax on cigarettes

PAGE 1198 of the *Board of Trade Journal* of November 27 gave details of increases in the Greek tax on cigarettes. The changes shown are, in fact, increases in the Greek consumption tax and not excise tax as previously stated.

MOROCCO

Import restrictions

DETAILS OF THE LIST of authorized imports into Morocco were received too late for pubication in this issue of the *Board of Trade Journal*, but will appear next week. Imports of goods on this list will be subject to the same global and bilateral quotas as were in force before the temporary suspension of imports. Imports of worsted fabrics, clothing, toilet preparations and other commodities which do not appear on the list continue to be banned.

A copy of the authorized import list is held in Export Services Branch, Room E.13, Hillgate House, 35 Old Bailey, E.C.4. (Tel. City 5757, Ext. 479), to whom any inquiries should be addressed.

LEBANON

Import regulations

THE Lebanese authorities have decided that the importation of raisins is subject to a prior licence being issued by the Ministry of Agriculture.

Further information may be obtained from the Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, S.W.1 (Tel. Abbey 7877, Ext. 2357).

(*Continued on next page*)

LEBANON, *continued*

Customs tariff amendments

THE FOLLOWING AMENDMENTS have been made to the Lebanese Customs Tariff:

Heading No.	Description of goods	Basis for collection	Normal Tariff
29.24	Quarternary ammonium salts and hydroxides, including lecithins and other phosphoaminolipins:		
	(a) For the manufacture of medicines (1)	*Ad val.*	Free
	(b) Other	*Ad val.*	11%
39.07	Articles of materials of the kinds described in headings Nos. 39.01 to 39.06:		
	(a) }		
	(b) } Unchanged.		
	(c) }		
	(d) }		
	(e) Injectors (e.g., eye droppers)	*Ad val.*	Free
	(f) Other	*Ad val.*	25%
70.17	Laboratory, hygienic and pharmaceutical glassware, whether or not graduated or calibrated; glass ampoules:		
	(a) Unchanged.		
	(b) Hygienic and pharmaceutical glassware:		
	(1) Injectors (e.g., eye droppers)	*Ad val.*	Free
	(2) Other	*Ad val.*	40%
	(c) Other (unchanged)		
76.10	Casks, drums, cans, boxes and similar containers (including rigid and collapsible tubular containers), of aluminium, of a description commonly used for the conveyance or packing of goods:		
	(a) Unchanged.		
	(b) Tubes prepared for the pharmaceutical industry(1)	*Ad val.*	Free
	(c) Milk churns (1)	*Ad val.*	Free
	(d) Other	*Ad val.*	25%
95.08	Moulded or carved articles of wax, of stearin, of natural gums or natural resins (for example, copal or rosin) or of modelling pastes, and other moulded or carved articles not elsewhere specified or included; worked, unhardened gelatin (except gelatin falling within heading No. 35.03) and articles of unhardened gelatin:		
	(a) Unchanged.		
	(b) Empty capsules of unhardened gelatin prepared for the pharmaceutical industry	*Ad val.*	Free
	(c) Other	*Ad val.*	25%

All inquiries about this notice should be addressed to the Tariff Section, Board of Trade, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel City 5757, Ext. 460, 462).

SUDAN

The Commercial Agents Licensing Act, 1964

THE Commercial Agents Licensing Act was published in a Special Legislative Supplement to the Republic of the Sudan *Gazette* No. 999 dated September 25, 1964, and comes into force on January 1, 1965.

The Act provides 'for the licensing of commercial agents and regulation of their business'. A commercial agent is defined as 'any person in the Sudan who has as agent entered into a relationship of principal and agent with any person outside the Sudan for the purpose of the importation into or exportation from the Sudan or transport, storage, processing, distribution, sale of, or other commercial dealing with any goods or services originating outside the Sudan and does not include an insurance agent.'

The Act includes provisions that

(i) all agents shall be licensed by a newly established commercial Agents' Licensing Board;

(ii) such licences shall be renewed annually on December 31 of each year;

(iii) the Minister of Commerce may refuse to issue or renew a licence if he considers this is in the interest of the development of commerce or that it will benefit Sudan's trade, and he may cancel a licence if, for example, the agent is inefficient, has been convicted of an offence of dishonesty, or has been adjudicated bankrupt;

(iv) the Minister may fix maximum rates of commission and may require a declaration from an agent stating his rates and any other financial considerations.

Companies who consider that they are particularly affected by this legislation may wish to see the full text, which is available from Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2358).

Issue of Government of the Republic of the Sudan 5 per cent Stock 1974

THE SUDAN GOVERNMENT have announced the issue of 5 per cent Stock 1974. At least £S1 million worth will be issued and applications will be received by the Bank of Sudan, or any of seven other specified banks in the Sudan, between December 1, and 28 inclusive. The money is to be used to augment the Government's cash resources, thus assisting in the financing of development projects. Insurance Companies will be able to invest part of their reserve funds in this stock if they wish.

Further details of the announcement may be obtained from Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. Tel. Abbey 7877. Ext. 2358.

MALAWI

Customs tariff changes

THE CUSTOMS AND EXCISE Ordinance Notice of Motion 1964, published as Malawi Government Notice No. 119 of November 6, gives details of changes in the customs tariff. The items affected and the new rates of duty are as follows:

Part II (Britain pays the column D rate of duty).

Tariff Item	Item	Duty A	Duty B	Duty C	Duty D
32	Milk (including cream) condensed or preserved:				
	(b) Skimmed or separated per lb.	1d.	1d.	Free	Free
206	Soaps of all kinds and substitutes therefor, including synthetic detergents and scouring powders:				
	(a) Soap in tablet, bar, block and other solid or semi-solid form, but excluding such soap as may be specified by the Controller				
	ad val.	40%	30%	30%	20%
	or per 100 lb.	£1 9s. 2d.	£1 5s. 0d.	£1 5s. 0d.	£1 0s. 10d.
		Whichever sh	all be the grea	ter – and in a	ddition
	per lb.	½d.	½d.	½d.	½d.
	(b) Soap, other: including shaving soaps and shampoos				
	ad val.	30%	20%	20%	10%
	or per 100 lb.	£0 15s. 0d.	£0 12s. 6d.	£0 12s. 6d.	£0 8s. 4d.
		Whichever sh	all be the grea	ter – and in a	ddition.
	per lb.	½d.	½d.	½d.	½d.
	(c) Other:				
	(i) Synthetic detergents in powder form *ad val.*	30%	20%	20%	10%
	or per 100 lb.	£0 15s. 0d.	£0 12s. 6d.	£0 12s. 6d.	£0 8s. 4d.
		Whichever sh	all be the grea	ter – and in a	ddition
	per lb.	½d.	½d.	½d.	½d.
	(ii) Scouring powders *ad val.*	30%	20%	20%	10%
	or per 100 lb.	£0 15s. 0d.	£0 12s. 6d.	£0 12s. 6d.	£0 8s. 4d.
		Whichever sh	all be the grea	ter – and in a	ddition
	per lb.	½d.	½d.	½d.	½d.
	(iii) Other *ad val.*	30%	20%	20%	10%
	or per 100 lb.	£0 15s. 0d.	£0 12s. 6d.	£0 12s. 6d.	£0 8s. 4d.
		Whichever sh	all be the grea	ter – and in a	ddition
	per lb.	½d.	½d.	½d.	½d.

Industrial drawbacks and rebates

MALAWI GOVERNMENT Notice No. 87, published on October 26, amends the Third Schedule (Manufacturers' Rebates) to the Customs and Excise (Industrial Drawbacks and Rebates) Regulations, 1962, to the following extent:

Third Schedule

By the insertion of the following part:

Biscuit Manufacturing Industry

Item	Goods	Effective Rate			
		Duty A	Duty B	Duty C	Duty D
43 (a) (iii)	Sugar; granulated and other forms, n.e.e., including white mill sugar . per 100 lb.	£0 6s. 0d.	£0 2s. 6d.	£0 2s. 6d.	Free
By the insertion of the following item under "Confectionery Manufacturing Industry":					
43 (a) (iii)	Sugar; granulated and other forms, n.e.e., including white mill sugar per 100 lb.	£0 6s. 0d.	£0 2s. 6d.	£0 2s. 6d.	Free

SOUTHERN RHODESIA

Industrial drawbacks and rebates of duty

SOUTHERN RHODESIA Government Notice No. 786, published in the *Government Gazette* of November 13 amends the Second Schedule (Export Drawbacks) and the Third Schedule (Manufacturers' Rebates) to the Customs and Excise (Industrial Drawbacks and Rebates) Regulations, 1964, to the following extent:

SECOND SCHEDULE

Goods Manufactured or Processed in Southern Rhodesia	Materials in respect of which Drawback is Allowed	Extent of Drawback
By the repeal of the following item:		
Joinery, wooden	Plywood, blockboard and chipboard	The whole duty
By the insertion of the following items:		
Hats	Hoods and shapes	The whole duty
Timber products	Blockboard, Chipboard, Hardboard, Plywood, Veneers	The whole duty

THIRD SCHEDULE

By the insertion of the following part:

Bottle or Jar Stoppers Manufacturing Industry.

Item	Goods	Effective Rate Duty A	Duty B	Duty C	Duty D
259 (2) (b)	Sheet rubber	20%	12½%	10%	Free
Furniture Mattress and Pillow Manufacturing Industry					
By the insertion of the following item:					
76 (c) (ii) (c)	Piece goods, being ticking containing 100 per cent of cotton in a herringbone weave: for the manufacture of pillows	40%	20% or per sq. yd.	20% or per sq. yd.	7½%
		£0 1s. 3d.	£0 0s. 9d.	£0 0s. 9d.	£0 0s. 5d.
		whichever duty shall be the greater			
By the deletion in that part relating to the Paper and Paperboard Converting Industry of:					
295 (1) (a), 295 (1) (c) (i), 295 (1) (c) (ii), 295 (4)	Paper, not printed, ruled, lithographed or embossed: for the manufacture of labels and wrappers classified under item 296 (1) (d)	10%	Free	Free	Free
and the substitution of:					
295 (1) (a), 295 (1) (c) (i), 295 (1) (c) (ii), 295 (4)	Paper, not printed, ruled, lithographed or embossed: for the manufacture of printed labels and printed wrappers	10%	Free	Free	Free

SOUTHERN RHODESIA

Suspension of duty

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations, 1964 (No. 6), published as Southern Rhodesia Government Notice No. 197 on November 20, amend the First Schedule to the Customs and Excise (Suspension) Regulations, 1964, by the insertion of the following items:

	Item	Effective Rates Duty A	Duty B	Duty C	Duty D
Ex 259 (2) (b)	Knee guards, shin guards, combined knee and shin guards, shoulder protectors, wrist straps, forearm sleeve protectors, combined forearm and hand protectors with open palms, buttock protectors: principally or wholly of rubber: of a kind used by industrial workers *ad val.*	10%	5%	Free	Free
Ex 285 (1)	Waxed cardboard cartons of a fluid capacity not exceeding 1 Imperial quart *ad val.*	20%	10%	5%	5%

Note:
The amendment relating to protective guards came into operation on June 1, 1964.

Application for increase in duty

THE BRITISH TRADE COMMISSIONER at Salisbury has reported that the Ministry of Trade, Industry and Development have received an application for an increase in the customs duty on steel nails and steel wire staples of not less than half inch and not more than two and a quarter inches length. The application is for a 20 per cent *ad valorem* increase in duty in all columns of the customs tariff.

Where British trade organizations are thought to be interested in the application they are being informed, and it is suggested that any British firm desiring to make representations to the Ministry of Trade, Industry and Development and belonging to a trade organization should get in touch with that body in the first instance. Firms proposing to make independent representations to the Southern Rhodesia authorities and desiring further information on the subject should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference C.R.E. 15879/64. The closing date for the receipt of representations by the Southern Rhodesia authorities is January 8, 1965.

ZAMBIA

Industrial drawbacks and rebates

THE CUSTOMS AND EXCISE (Industrial Drawbacks and Rebates) (Amendment) Regulations, 1964, published as Northern Rhodesia Government Notice No. 512 of 1964 on October 22, amend the Third Schedule (Manufacturers' Rebates) to the Customs and Excise (Industrial Drawbacks and Rebates) Regulations, 1964 to the following extent:

Third Schedule

Bag, Trunk, Suitcase and Leatherwork Manufacturing Industry.

By the deletion of:

Item	Goods	Effective Rate Duty A	Duty B	Duty C	Duty D
72 (2)	Rubber cloth	35%	15%	15%	Free
and by the substitution of:					
72(2)	Rubber cloth	20%	Free	Free	Free
Textile and Plastic Coated Textile Bag Manufacturing Industry.					
By the deletion of:					
72 (2)	Coated fabrics, being textile piece-goods with a coating of polyvinyl chloride or other artificial plastic material	35%	15%	15%	Free
and by the substitution of:					
72 (2)	Coated fabrics, being textile piece-goods with a coating of polyvinyl chloride or other artificial plastic material	20%	Free	Free	Free
Ventilation Tubing Manufacturing Industry					
By the deletion of:					
72 (2)	Plastic proofed fabric in the piece	35%	15%	15%	Free
and by the substitution of:					
72 (2)	Plastic proofed fabric in the piece	20%	Free	Free	Free

Suspension of duty

THE CUSTOMS AND EXCISE (Suspension) (Amendment) (No. 12) Regulations, 1964, published as Northern Rhodesia Government Notice No. 511 of October 17, amend the First Schedule to the Customs and Excise (Suspension) (No. 2) Regulations, 1964 (published in the *Board of Trade Journal* of July 10, pages 110 to 111) by the insertion of the following item:

	Item	Effective Rates Duty A	Duty B	Duty C	Duty D
Ex 113	Component parts of rim locks, cylinder night latches, 2-lever mortice locks and 3-lever mortice locks, when imported by persons approved by the Minister and under such conditions as may be fixed by the Controller *ad val.*	7½%	Free	Free	Free

Import control

THE CONTROL OF GOODS (Import and Export) (Agriculture) (Amendment) (No. 1) Order, 1964, published as Zambia Statutory Instrument No. 11 of 1964, amends the Control of Goods (Import and Export) (Agriculture) Order, 1964 and imposes import licensing control on the following goods with effect from November 6th:

Canned poultry and edible products manufactured from poultry carcasses, including meat pastes and potted meats with a poultry meat content.

PORTUGUESE EAST AFRICA (MOZAMBIQUE)

Changes in import duties

THE *Boletim Oficial de Mocambique*, first series, No. 41 of October 10, publishes Legislative Decree No. 2527, authorizing the following changes in import duties:

	Old Duty	*Escudos*
55.09.02		16·00 per kg.
61.01.01	Twice the rate of the respective fabric.	
61.01.02	Three times the rate of the respective fabric.	
61.02.01	Twice the rate of the respective fabric.	
61.02.02	Three times the rate of the respective fabric.	
61.03.01	Twice the rate of the respective fabric.	
61.03.02	Three times the rate of the respective fabric.	
61.04.01	Twice the rate of the respective fabric.	
61.04.02	Three times the rate of the respective fabric.	
85.03.01		10.00 per kg.
98.01.05		12·50 per kg.
98.12.01		50·00 per kg.

	New Duty	*Escudos*
55.09.02		32·00 per kg.
61.01.01	Ten times the rate of the respective fabric.	
61.01.02	Ten times the rate of the respective fabric.	
61.02.01	Ten times the rate of the respective fabric.	
61.02.02	Ten times the rate of the respective fabric.	
61.03.01	Ten times the rate of the respective fabric.	
61.03.02	Ten times the rate of the respective fabric.	
61.04.01	Ten times the rate of the respective fabric.	
61.04.02	Ten times the rate of the respective fabric.	
85.03.01		23% *ad val.*
98.01.05		23% *ad val.*
98.12.01		50% *ad val.*

This Decree came into force on October 10, 1964.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. Tel. City 5757, Ext. 460 or 462.

Further changes in import duties

THE *Boletim Oficial de Mocambique*, first series, No. 39 of September 26, publishes Legislative Decree No. 2524, which authorizes the following changes in import duties:

	Old Duty Escudos	*New Duty Escudos*
40.10.02	15% *ad val.*	10% *ad val.*
59.16	20·00 per kg.	10·00 per kg.
73.35.03	8·00 per kg.	30% *ad val.*
73.35.04	16·00 per kg.	30% *ad val.*
84.16.03	2·50 per kg.	6% *ad val.*
84.56.08	6% *ad val.*	1% *ad val.*
84.63.01	30% *ad val.*	13% *ad val.*
84.63.02	25% *ad val.*	13% *ad val.*
84.65.01	32·00 per kg.	13% *ad val.*
84.65.02	24·00 per kg.	13% *ad val.*
84.65.03	18·00 per kg.	13% *ad val.*
84.65.04	12·00 per kg.	13% *ad val.*
84.65.05	8·00 per kg.	13% *ad val.*
84.65.06	5·00 per kg.	13% *ad val.*
84.65.07	2·00 per kg.	13% *ad val.*
84.65.08	16·00 per kg.	13% *ad val.*
84.65.09	30·00 per kg.	13% *ad val.*
85.28.01	32·00 per kg.	13% *ad val.*
85.28.02	24·00 per kg.	13% *ad val.*
85.28.03	18·00 per kg.	13% *ad val.*
85.28.04	12·00 per kg.	13% *ad val.*
85.28.05	8·00 per kg.	13% *ad val.*
85.28.06	5·00 per kg.	13% *ad val.*
85.28.07	2·00 per kg.	13% *ad val.*
85.28.08	16·00 per kg.	13% *ad val.*
85.28.10	60·00 per kg.	13% *ad val.*
87.07.02	18·00 per kg.	13% *ad val.*
87.07.03	12·00 per kg.	13% *ad val.*
87.07.04	7·20 per kg.	13% *ad val.*
87.07.05	36·00 per kg.	13% *ad val.*
87.12.01	10·00 per kg.	15% *ad val.*
87.12.02	10·00 per kg.	15% *ad val.*
87.13.03	16·80 per kg.	13% *ad val.*
87.13.04	36·00 per kg.	13% *ad val.*
87.14.07	16·80 per kg.	15% *ad val.*
87.14.08	10·80 per kg.	15% *ad val.*
87.14.09	7·20 per kg.	15% *ad val.*
87.14.10	36·00 per kg.	15% *ad val.*

This Decree came into force on September 26, 1964.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. Tel. City 5757, Ext. 460 or 462.

Liquidation of Indian assets

H.M. CONSULATE-GENERAL in Lourenco Marques have reported that the impending liquidation of the following Indian businesses has been announced. Claims against their assets must be submitted by December 4.

District of Gaza: Dayalal Gocaldas, Lalabhai Dulobobhai, Rugnath Manoji, Harilal Ranchod, Lalgi Jetha.

District of Mocambique: Shivuba Narsingji, Porshotam Trikanji, Mavjee Purushotam, Purushotam Ibjee, Kanji Pragji.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2340).

TANZANIA

Import licensing regulations

DETAILS WERE GIVEN in the *Board of Trade Journal* of March 11, 1960 (page 593) concerning import licensing regulations in Tanganyika. General Notice No. 2666 published in the *Gazette* of the Republic of Tanzania dated November 13, 1964, adds, with effect from November 9, the following items to the Schedule of goods, including those of United Kingdom origin, for which specific import licences are required:

First Schedule

Section 6 – Manufactured goods classified by material:
Division 62 Rubber manufactures, n.e.s.:
629 Articles of rubber, n.e.s.:
Rubber tyres and tubes for vehicles and aircraft:
629 1 5 Bicycle tyres
629 1 1 Bicycle tubes
Division 65 Textile yarn, fabrics, made-up articles and related products:
The whole of group 652 dealing with cotton fabrics, woven.

Note: Before licences can be issued for the articles mentioned above indents and completed Import Application Forms should be first submitted to Cosata Ltd., P.O. Box 9211, Dar es Salaam.

Importers should note that the importation of the above-mentioned articles into Tanzania from November 9, 1964 are subject to this new regulation.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

REPUBLIC OF SOUTH AFRICA

Customs tariff applications

CUSTOMS TARIFF APPLICATION List No. 384 published in the Republic of South Africa *Government Gazette* of November 27, states that the Board of Trade and Industries have received the following applications affecting the Republic's Customs Tariff for increase in duty on:

(1) Paper and paperboard, n.e.e., not less than 15in. by 16in., leatherboard, strawboard and fibreboard (excluding pulpboard for building purposes), in sheets or in rolls: other, of a basis weight exceeding 250 grammes per square metre:
of a free-on-board value exceeding R80 but not exceeding R160 per 2,000lb. (Tariff Item 287(1)(i)(ii)).
By raising the free-on-board value of R160 to R240.

(2) (a) Textured, stretch, bulked or crimped filament yarns containing more than 50 per cent of man-made fibres (including rayon or cellulose acetate) from 5 per cent *ad valorem* to 15 per cent *ad valorem* or 120 cents per lb. less 50 per cent of the free-on-board price, in the case of undyed yarns, and 15 per cent *ad valorem* or 150 cents per lb. less 50 per cent of the free-on-board price in the case of dyed yarns, whichever duty shall be the greater in each case.

2 (b) Textured, stretch, bulked or crimped filament yarns containing more than 50 per cent man-made fibres (excluding rayon or cellulose acetate) from 5 per cent *ad valorem* to 20 per cent *ad valorem* or 100 cents per lb. less 50 per cent of the free-on-board price in the case of yarns not further processed than bleached, and 20 per cent *ad valorem* or 125 cents per lb. less 50 per cent of the free-on-board price in the case of dyed yarns, whichever duty shall be the greater in each case.

(3) Electrical heating elements, not being for industrial purposes, from 15 per cent *ad valorem* to 25 per cent *ad valorem* (minimum column) and from 20 per cent *ad valorem* to 30 per cent *ad valorem* (intermediate column).

Where British trade organizations are thought to be interested in the above applications they are being informed, and it is suggested that any British firm wishing to make representations to the South African Board of Trade and Industries and belonging

to a trade organization should get in touch with that body in the first instance. Firms proposing to make independent representations to the South African authorities and desiring further information relating to the above applications, should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference (1) CRE 15875/64, (2)(a) and (b), CRE 15876/64 and (3) CRE 15878/64.

Customs Tariff Application List No. 383, published as Government Notice No. 864 in the Repubic of South Africa Government *Gazette* of November 20, contains applications for the withdrawal of rebate facilities on:

(a) Printed woven fabrics with a free-on-board price not exceeding R1.10 per lb., by weight of material used in the manufacture of shirts, collars, pyjama suits and nightdresses, and
(b) Generators for incorporation in locally assembled/manufactured engines.

It is expected that the South African industries at present enjoying these rebates will submit evidence in favour of their retention, but if any British interests affected should consider that they have evidence on the matter not likely to be available to the South African Board of Trade and Industries, they should communicate with the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference (a) CRE 15873/64 and (b) CRE 15874/64.

INDIA

Tariff valuation

THE GOVERNMENT OF INDIA have issued a notice fixing the tariff valuation for certain items. A list of these items, together with the new tariff values, can be seen at Export Services Branch, Board of Trade, Room E54, Hillgate House, Old Bailey, E.C.4. (Tel. City 5757, Ext. 468).

AFGHANISTAN

Mineral discoveries

THE BOARD OF TRADE have received a report from the British Embassy that beryllium, gold, iron ore and barite have been discovered in Afghanistan.

Further information about this notice may be obtained from Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2642).

CEYLON

Import control notice

THE BOARD OF TRADE have received from Ceylon a copy of Import Control Notice No. 21/64 issued by the Ceylon Controller of Imports and Exports about imports of Chillies and potatoes. The notice states:

(1) Chillies (dried). – Importers are hereby informed that with effect from December 1, 1964, the importation of chillies (dried) from any source is reserved to the Co-operative Wholesale Establishment.

(2) Potatoes. – Importers are hereby informed that with effect from December 1, 1964, only Ceylonese traders registered with this Control may import potatoes (item 25 in Licence Schedule No. 1) from any source.

MALAYSIA (THE STATES OF MALAYA)

Pioneer Industries Ordinance 1958 (1)

THE BOARD OF TRADE have been informed by cable that the Government of the States of Malaya has announced that the following industry and products have been declared a Pioneer Industry and Pioneer products under the Pioneer Industires (Relief from Income Tax) Ordinance, 1958.

Industry	Products
Manufacture of Organic Chemicals	(i) Caramel
	(ii) Dextrin
	(iii) Dextrose

The proposal to designate these products was announced in the *Board of Trade Journal* of October 2 ,1964, page 772.

All inquiries regarding this notice should be made to Commercial Relations and Exports Department, Board of Trade, 1, Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2627), quoting reference CRE 1236/4/G.

Pioneer Industries Ordinance 1958 (2)

THE BOARD OF TRADE have been informed by cable that the Government of the States of Malaya have announced that, subject to representations made in writing to the Minister of Commerce and Industry before December 26, 1964, it is proposed to declare the following industries and products to be pioneer industries and pioneer products under the Pioneer Industires (Relief from Income Tax) Ordinance, 1958:

Industries	Products
(A) Manufacture of compressed and liquefied gases	Hydrogen
(B) Manufacture of prepared Animal Feed	Bone meal
	Blood meal
	Fish meal
	Shell meal

This notice means that an interested party has suggested to the Minister of Commerce and Industry that the products mentioned above should be made in the States of Malaya. Firms to which Pioneer Industries Certificates are granted will enjoy the benefit of exemption from Federal Company Tax for a period of from two to five years depending on the amount of capital invested in Malaya.

Inquiries to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877. Ext. 2627).

MALAYSIA

Budget for 1965

THE BOARD OF TRADE have been informed by cable that the Minister of Finance introduced the Second Malaysian Budget on November 25.

Four new taxes were introduced.:

(a) A turnover tax to be levied at half per cent per annum.
(b) A payroll tax to be introduced in Singapore and the States of Malaya in January 1965 and in Sabah and Sarawak on January 1, 1966. This will be levied at 2 per cent on total payroll.
(c) A capital gains tax which will be levied on the sales of assets from November 25 onwards. This will be at the rate of 20 per cent but will be abated in respect of pre-budget purchases. Assets acquired more than 10 years ago will be exempt. Five year assets will be taxed at 5 per cent and three year assets at 15 per cent. This abatement will not apply to assets acquired after today. Short term capital gains i.e. where assets have been acquired and sold within six months or less will be subject to income tax.
(d) Profits tax on tin, which in order to avoid hardship to marginal producers will be levied on a standard profit per unit of production.

In addition there will be a number of changes in income tax allowances and income tax arrangements will be largely harmonized throughout Malaysia. Full details of other changes in duties have not yet been received.

HONG KONG

Television Ordinance 1964

THE BOARD OF TRADE have received a copy of the Television Ordinance, 1964, as published in Legal Supplement No. 1 to the Hong Kong Government *Gazette* dated November 6, 1964. This Ordinance makes provision for licensing companies to broadcast wireless, television and for controlling the standards of programmes broadcast by such companies. It may be seen at Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2627). This notice supersedes the notice published on page 1145 of the *Board of Trade Journal* of November 20 last.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

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AUSTRALIA

Dumping duties on phenol and other plastic chemicals

Phenol and terpolymer of butyl acrylate vinyl acetate and acrylic acid imported into Australia have recently been made the subject of dumping duties under the Customs Tariff (Dumping and Subsidies) Act, 1961.

Inquiries should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting respectively reference Nos. CRE 3255/64 or CRE 4516/64.

CHILE

Import regulations

IT HAS BEEN REPORTED by HM Embassy in Santiago that the Chilean Ministry of Finance has announced, in Decree No. 4563, that tree-felling winches and overhead transporting equipment complete with cableways for use by the timber industry have been included among the agricultural machinery which may be imported free of duty under the provisions of Decree No. 11,206 of December 28, 1950.

Importers who wish to take advantage of this franchise must first obtain a certificate of necessity and proper use of the equipment from the Chilean Ministry of Economy, Development and Reconstruction.

Amendments to import list

THE following amendments should be made to Chile's List of Permitted and Prohibited Imports. The list was first published in the *Board of Trade Journal* of July 6, 1962, and amendments have appeared frequently in latter issues.

Section	Group	Item	Percentage of tax surcharge
XIII	79	Replace the item 'Pieces and parts of record-players, excepting those on the Prohibited List' by: Pieces and parts of record-players excepting platforms, base of chassis, plates, coverings for plates, arms, washers (except the pressure type), round wire springs, nuts, bolts, motors, axles 33 and 45 r.p.m., clips for wiring and bridge connections. Replace the item 'Pieces and parts of radio-telephonic receiving sets . . .' by: Pieces and parts of radio-telephonic receiving sets, except tubes, chassis, cabinets, metallic washers (except the pressure type), terminal strips, connections, round wire springs, screws, frames, grids, screens, fronts, back covers, top covers, protecting bevels, dials, needles for dials, bolts, nuts, separators, corner braces, clips, shields, baffles assembly material, handles, knobs, hinges, grid fabrics, protection covers, rubber parts, adornments, pulleys, pins, sleeves of all kinds, baffles for loudspeakers, printed chassis, printed circuits with elements, printed circuits with more than eight elements, insulators, poles, frames for loudspeakers (3½ in. to 12 in.), power transformers, audio-frequency inlet and outlet transformers and others for television. Delete the item: 'Assembled loudspeakers of 2 to 22 in. and audio-frequency and power transformers.	

Amendment to import regulations

IT HAS BEEN reported by HM Embassy in Santiago that the Executive Committee of the Central Bank has decided to abolish the use of the special internal issues of United States dollar bonds and Treasury promissory notes which were formerly used for making prior deposits for imports.

At the same time, the Minister of Finance has decreed increases in the tax surcharges payable on imports, fixing the new percentage at such figures as will make importing under the new regime as nearly as possible the same as it was when importers had to rent bonds or promissory notes to make the prior deposit.

In future, deposits will be made in Escudos at the time of registering the import with the Central Bank, and the amount of the deposit will be that of the full tax surcharge to which the goods are liable.

NICARAGUA

Tax exemptions for local industry and consumption tax

DECREE No. 17 of, and effective from, September 17, 1964, published in the Nicaraguan *La Gaceta* on September 21, makes certain amendments to Decree No. 10 of September 3 (see *Board of Trade Journal* of November 20, 1964, page 1140) by the following additions to the list of goods used in production on which local garment manufacturers are granted total exemption from import duty under the provisions of the Law for the Protection and Encouragement of Industrial Development:

Tariff No.	Description
652-02-06	Fabrics, n.e.s., of cotton mixed with other textile fibres:
652-02-06-01	With a mixture of bristle and horsehair.
652-02-06-02	Up to 300 grams per sq. metre, when the fabric contains more than 75 per cent by weight of cotton in the mixture.
652-02-06-03	Up to 300 grams per sq. metre, when the fabric contains more than 50 per cent and up to 75 per cent by weight of cotton in the mixture.
652-02-06-09	More than 300 grams per sq. metre.

This Decree also amends the list of goods subject to the Consumption Tax imposed on all articles of clothing (except those entirely or partly lined with hide, skin or leather; and footwear) included in the Central American Uniform Tariff (see *Board of Trade Journal* of November 20, 1964, page 1140) through the addition of articles manufactured from the materials mentioned above, whether such clothing is produced locally or is imported:

Tariff No.	Tax (U.S.$ + *ad valorem*)	
652-02-06-01	0·80	10%
652-02-06-02	1·00	10%
652-02-06-03	1·00	10%
652-02-06-09	1·00	10%

BRITISH GUIANA

Customs tariff amendments

THE CUSTOMS DUTIES (Amendment) (No. 3) Order, 1964, amends the British Guiana Customs Tariff as indicated below:

(1) **Part I of the First Schedule-Customs Import Duties**
Item 552-02.09 should be amended as follows:

Item No. of Commodity	Article	Rate of Import Duty	
		Preferential	General
552-02.09	Cleansing preparations without soap (detergents)	20%	26%

(2) **Part III of the First Schedule-Exemptions from Import Duty**

The following sub-item should be added to *item* 27*;*

(13) Chemicals which the Comptroller is satisfied are imported solely for use in the manufacture of detergents and liquid bleach or either of such products.

Inquiries about the above Notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

PERU

Collection of outstanding debts

IN A NUMBER OF CASES of outstanding debts recently referred to the Commercial Department of the British Embassy at Lima, it appears that the British exporter had not complied with local requirements in such matters and subsequent action was jeopardised.

Exporters are therefore reminded that for summary action to be taken on collection of an outstanding Peruvian debt, unpaid bills must be protested within eight days of the due date, and summary collection action must be taken within six months of protest.

The British Embassy advises that exporters should instruct their bankers that in relation to Peruvian business, bills should be protested automatically for non-payment in order to preserve subsequent rights in the event of legal action.

JAMAICA

Customs tariff changes

THE JAMAICAN MINISTER of Finance has approved under item 38 (5) of the Second Schedule to the Jamaican Customs Tariff the duty-free importation of the article listed below provided it is for use solely in the poultry industry:

Ren-O-Sal

Inquiries about the above notice shoud be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

Petroleum asphalt tariff

THE entry on page 1085 of the *Board of Trade Journal* of November 13 last concerning a change in the Jamaica Customs Tariff about petroleum asphalt and cutbacks should have been 3d. per gallon and not 8d. per gallon as published.

CANADA

'Made in Canada' ruling

THE FOLLOWING RULING has been made for Canadian Customs purposes: *Of 'a class or kind made in Canada'*:

Centrifugal hydro extractors having basket diameter from 26in. up to and including 48in.

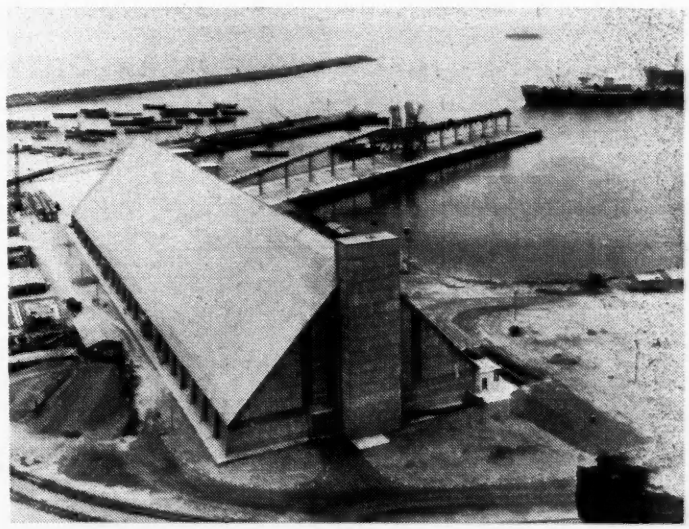
Note:

(i) Centrifugal hydro extractors having basket diameters less than 26in. are being transferred to the category of a class or kind not made in Canada, effective November 25, 1964.

(ii) Centrifugal hydro extractors having basket diameters over 48in. have previously been ruled to be of a class or kind not made in Canada.

(iii) Memorandum D51-14. September 2, 1964, is superseded insofar as it relates to centrifugal hydro extractors.

The above information is contained in Canadian Department of National Revenue Memorandum Series, D51-7-2 dated November 25, 1964.



The 600-ton-an-hour sugar handling plant recently completed by George Wimpey & Co. Limited at Salaverry, Peru, designed and erected in collaboration with the Swiss firm Buhler Brothers. Salaverry Port, only started in 1956, has a general cargo pier for two 23,000-ton ships as well as the more recent sugar handling pier shown in the foreground. The latter pier has been constructed ready to install a grain handling plant on the seaward side which meanwhile is being used for general cargo ships. Since no natural harbour existed, Wimpey who have undertaken both design and construction of the port as a 'package deal', initially had to construct a breakwater nearly a mile long.

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REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing, activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trader as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

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A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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